

Court told pregnant Irish woman was duped by tourist

Syrian 'link' to jumbo jet human bomb

By Stewart Tisdler and Nicholas Beeson

Britain was put on a diplomatic collision course with Syria yesterday after allegations by the Central Criminal Court that the radical Arab state masterminded the attempted destruction of an El Al jumbo jet at London's Heathrow Airport in April.

A Jordanian, Nezar Hindawi, aged 32, is accused of trying to blow up the plane by planting a bomb in the luggage of his pregnant Irish girlfriend. But as Mr Hindawi's trial opened, the prosecution alleged that Mr Hindawi had admitted being given the bomb, and told to put it on an aircraft, how to set it, and to use a girl to carry it, by officers of Syrian military intelligence.

He had also admitted being aided in London by officials

from the Syrian Embassy and having contacted the Syrian Ambassador, Dr Loutof al-Haydar, after the plot failed. Mr Roy Amlot, for the prosecution, said: "Mr Hindawi had travelled to London under a false name on a Syrian passport normally issued to government officials. Mr Amlot added, and pos-

his girlfriend who was five-and-a-half months pregnant, the night before the flight, which was to have been the beginning of a holiday before the couple married. Miss Murphy was unwittingly carrying the device that would have destroyed her and everybody else on the Tel Aviv-bound plane. The explosive was "one of the most powerful military-style explosives", Mr Amlot said, and would have caused a "devastating" blast. "It would have been one of the most callous acts of all time if Hindawi had succeeded," Mr Amlot said.

The Foreign Office refused last night to speculate on the implications of the case but it is believed that if a direct link between Syria and the attempted attack is proved, Britain would be forced to take measures against Damascus in line with last month's European commitment to combat terrorism.



Dr Loutof al-Haydar, the Syrian Ambassador, outside his embassy in Belgrave Square yesterday. (Photograph: Ros Drinkwater)

Jordanian accused 3
sessed a visa indicating the bearer was on official Syrian Government business. Mr Amlot said: "There is convincing evidence he was acting in concert with agents of the Syrian Government."

Neither Dr al-Haydar nor any of his staff would comment last night although the embassy has already denied involvement.

In May, three Syrian diplomats were expelled from London after they refused to waive their diplomatic immunity and be questioned by Scotland Yard detectives investigating the case.

The bomb on board the El Al jumbo, carrying 374 passengers and crew, would have exploded at 39,000ft over Austria, the jury heard, had it been detected by alert El Al security staff at Heathrow.

It was given in a case that had been hidden by Hindawi to Miss Ann Murphy, aged 31.

A close friend of the president

Dr Loutof al-Haydar, Syrian Ambassador to London for the past four years, is one of the country's most senior diplomats and is believed to be a close and trusted aide of the Syrian President, Hafez al-Assad. As such he has powerful links with the ruling Baath party.

Dr al-Haydar has served at Syrian missions in Bonn and Moscow and at the United Nations.

Two years ago he was tipped to become Minister of Information, but the position did not materialize.

Dr Haydar, aged 46, took his degree at the University of Damascus and his doctorate at Moscow State University. He is married with one son and three daughters.

Syria is the Soviet Union's closest ally and Israel's most remorseless enemy in the Middle East. Damascus is also the headquarters for at least seven radical Palestinian groups, including the break-away faction led by Abu Nidal.

The country is also a maverick among Arab states in that it supports Iran in the Gulf War against Iraq and maintains close ties with Libya.

No radiation leak from sub US is assured

By Our Foreign Staff

Washington — Pentagon officials were analysing the possible causes yesterday for the sinking of the crippled Soviet nuclear-powered submarine, whose dramatic impact comes only a few days before President Reagan and Mr Mikhail Gorbachev discuss the control of nuclear weapons at their Iceland summit.

Analysts said the boat, which finally went down at 4.00 am, 600 miles north-east of Bermuda, had clearly been severely damaged by an explosion on Friday.

About 24 crewmen left aboard were transferred to an accompanying Soviet merchant vessel and there appeared to have been no further casualties. Asked by a reporter whether there was any indication of Russia wanting to abandon one of their nuclear submarines, a State Department spokesman said: "I don't know of any such indication."

Another reporter said there had been a suggestion that Russia had deliberately taken the submarine to a deep point — 18,000 feet — to scuttle it out of reach of the US.

But the spokesman said he knew of no communication between the two superpowers on the subject of the boat's location.

"The sub was in international waters throughout this incident," he said, pointing out that under the law of the sea Russia, as the flag state, retained jurisdiction over the vessel.

Mr George Shultz, the Secretary of State, said on Sunday that US information seemed to confirm Mr Gorbachev's assurances that there would be no nuclear explosion, accidental firing of missiles or leakage of radiation.

There had been no detection of radiation and even if there had been some seepage it would have been quickly diluted presenting no danger except in the immediate vicinity.

Pentagon analysts were suggesting yesterday that the explosion was caused by the volatile liquid propellant used by the SS-N-1 multiple-warhead missiles on board.

● MOSCOW: The Soviet Union last night officially confirmed the sinking and expressed confidence that Soviet experts had concluded there was no danger of a subsequent nuclear explosion or radioactive contamination of the environment (Christopher Walker writes).

Shortly before 8 pm Moscow time, Tass broke a news blackout on details of the dramatic rescue operation that had lasted more than 48 hours.

Tass made no reference to the fate of the nuclear missiles on board the submarine but this was seen by Western experts as a tacit admission that they had gone down with the ship.



Picture, page 7



Today

Homes: a fair deal?
The Duke of Edinburgh finds increasing acceptance for the changes he recommended last year

Out of Africa
Conor Cruise O'Brien sees reduced tension among South African whites

Fashion's live wires
Suzy Menkes in Milan on the trapeze look that is dominating new Italian designs

Top of the form...
The top 20 boys' schools, from Ampleforth to Winchester

Tomorrow
Don't miss the top 20 girls' schools ● And another coupon towards your £5 shopping trip to France

Order your Times today

Portfolio Gold

● The Times Portfolio Gold daily competition prize of £8,000, double the usual amount because no one won on Saturday, was shared yesterday by two readers: Miss E. Varley of Milton Keynes and Mr J.R. Fernant of Barnes, London. Details, page 3.

● Portfolio list, page 29; rules and how to play, information service, page 24.

Home News	2-5	Law Report	43
Overseas	7-12	Leaders	17
Appointments	22-28	Letters	17
Arts	23	Obituary	32
Births, deaths, marriages	23	Parliament	4
Business	26-28	Press Books	24
Court	27	Sale Room	27
Cross-words	14-24	Sport	43-46-48
Diary	16	Theatre etc	47
Features	24	TV & Radio	47
	13-16	Weather	24

Labour threatens intelligence flow

By Michael Evans, Whitehall Correspondent

British security services fear that the United States will cut off the free exchange of intelligence information, crucial to the security of Britain and Nato, if the Labour Party wins the next general election and implements its unilateralist defence policy.

The two countries have a very close intelligence relationship which, while benefiting both, works much more to Britain's advantage. Even during periods of cooler political relations, the flow of data via US satellites and other sources has remained constant.

But with the Labour Party committed to removing all US nuclear bases and ending the British deterrent, security advisers to the Government have given a warning that the US could reassess the intelligence relationship.

One source said yesterday: "I'm sure that people in Washington are now drawing up papers on this question. For if Britain ceases to be a nuclear power, the Americans would be reluctant to provide us with intelligence related to nuclear matters."

Two areas causing the greatest concern are: The security agreement of 1947, which binds the operations of the Government Communications Headquarters at Cheltenham and the US National Security Agency, providing world-wide eavesdropping on coded communications to Warsaw Pact countries; and the bilateral arrangement for pooling

Jobs loss warning at Lucas

By Tim Jones and Craig Seaton

Austin Rover yesterday halted all car production at his giant Longbridge plant in Birmingham after an overtime ban affected its main component suppliers, Lucas Electrical.

More than 10,000 employees of Lucas Electrical have been warned that if they continue to "work without enthusiasm" over a pay claim there could be job losses.

The dispute could cost up to 600 cars a day in lost production at Longbridge. Austin Rover said that 2,000 workers would have to be laid off until further notice as work on Minis, Metros and Rover 800 could not continue.

Mr Mike Nangle, chairman of Lucas Electrical's joint shop stewards committee, said: "We were amazed when Austin Rover said they had run out of parts. Our action was the minimum that could be taken."

The three production unions involved, the Transport and General Workers' Union, the General Municipal, Boilermakers and Allied Trades Union and the Amalgamated Engineering Union have all imposed overtime bans over the pay claims.

In addition, the white collar unions at Lucas have decided to ban overtime, withdraw key personnel and "work without enthusiasm" in pursuit of the claim.

In a letter to the workforce, Mr Bob Dale, managing director of Lucas Electrical, says: "If the sanctions continue we shall lose large amounts of work which can never be replaced."

The Lucas management has given a warning that no talks with the unions will take place while the overtime ban continues.

Tebbit puts party agents on alert

By Our Chief Political Correspondent

Mr Norman Tebbit last night put the Conservative Party on the alert for a general election in 1987.

He told Conservative constituency agents, at a meeting in Bournemouth on the eve of the Tory conference, to gear their organizations up to peak efficiency.

Next May's local elections should be treated as a test run for a general election, he said, ordering them to fight every seat and not to let any go by default.

Mr Tebbit, who will use his speech at the conference today for a renewed attack on Mr Neil Kinnock and the Labour Party after their successful week in Blackpool, told the agents of his efforts to "beef up" the party's organization at the London headquarters and urged them to do the same at grass-roots level.

During the meeting Mr Tebbit strongly criticised the activities of some leading figures in the Federation of Conservative Students. He has already warned privately that the organization could be wound up if it continued to cause trouble.

He told the agents that while the FCS was doing good work in some universities the activities of some leaders were counter-productive and losing the party votes.

He made clear that he was not including in his criticism Mr John Bercow, the president of the FCS.

But it was clear that he is still angry about the controversy two months ago after the publication of allegations, in the magazine *New Agenda*, that Lord Stockton, the former prime minister Harold Macmillan, was guilty of war crimes because of his role in the return of the Cossacks to Russia at the end of the Second World War.

Meanwhile, the Prime Minister arrived in Bournemouth last night with an upbeat message: "We are going up and we are going ahead fast," he said. Mrs Thatcher laughed off suggestions that she and the Party were worried about the success of the Labour conference. "I would not call their policies a success for Britain," she said.

One of the issues which will dominate the week's proceedings will be the government's record on the Health Service. On arriving in Bournemouth yesterday Mrs Thatcher toured the £18 million first phase of the new district

New criticism of Britain on oil prices

From David Young, Geneva

Opec oil nations have again criticized Britain for refusing to co-operate in cutting North Sea oil output to help push up the world price.

Mr Rilwanu Lukman, the Nigerian Oil Minister and president of Opec, yesterday said Britain's policy was "subsidy". It affected the pace of North Sea development.

Sheikh Ahmed Zaki Yamani, the Saudi Arabian Oil Minister and still Opec's most dominant member, said he still hoped the organization could reach a new agreement which would take the world oil price up to \$17 or \$19 a barrel.

Opec anger, page 25

Mrs Reagan will not go to Reykjavik

Washington (AFP) — Mrs Nancy Reagan said yesterday that she would not go to Iceland for this week's summit meeting, even though Mr Gorbachev's wife, Raisa, will be there.

After a ceremony at the White House, when she was asked if she expected to go to Reykjavik for the meeting, she replied simply, "No".

The White House spokesman, Mr Larry Speakes, said on Monday: "We are surprised that Mrs. Gorbachev is coming. It was our understanding that this meeting was to be brief."

The presence of Mrs Reagan and Mrs Gorbachev caused wide media interest at the Geneva meeting last year.

Heathrow chaos as computer fails

By Harvey Elliott, Air Correspondent

Tens of thousands of airline passengers were delayed for up to six hours at London's Heathrow airport yesterday by a computer fault.

The fault, in the air traffic control centre at West Drayton near by, meant that arriving aircraft had to slow down or circle to wait their turn to be guided in manually.

Inside the terminal buildings there was chaos as families meeting inbound flights tried to find out when delayed aircraft would be arriving while departing passengers wanted to know where their aircraft was boarding.

The computer fault came at the height of the morning rush and meant that instead of handling an average of 80 aircraft an hour, air traffic controllers could cope with only half that number. The controllers are normally allowed to have a three-mile separation between aircraft but without the help of the computer, which automatically identifies flight numbers on the radar screen and provides print-outs of other vital information, the aircraft had to be kept at least five miles apart.

The Civil Aviation Authority said it took more than two hours to correct the fault.

Church ban after woman's 'illegal' service

By Clifford Longley, Religious Affairs Correspondent

The Movement for the Ordination of Women was yesterday banned until further notice from using Church House, Westminster, because it allowed a woman priest to use a room there to celebrate Holy Communion.

The Corporation of Church House, which runs the building where the headquarters staff of the General Synod is housed, announced the ban after it had established that the Movement had not disclosed in advance its intention to hold a Communion service.

Mr Oswald Clark, chairman of the council of the corporation, said he regretted that Church House had been used "for an illegal celebration in flagrant and defiant opposition to known, recent, and synodically confirmed decisions".

A difference of opinion has emerged about the legality of Saturday's service. The statement from Mr Clark was headed "Illegal celebration of Holy Communion", but the Dean of St Paul's, the Very Rev. Alan Webster, said the service, at which he was present, was "certainly legal".

Mr Brian Hanson, the General Synod's legal adviser, said that on the basis of counsel's opinion no woman priest ordained abroad could be "lawfully authorized" to exercise a priestly ministry in the Church of England.

One senior lawyer in the church said that if the law had been broken, it was not clear who had broken it. The celebrant, the Rev. Joyce Bennett, was ordained in Hong Kong.

Canon law covering services is almost entirely based on the supposition that services would take place in consecrated churches, under the control of a clergyman who was subject to canon law. It was not apparently unlawful for individuals to purport to celebrate a Eucharist in private.

But the fact that the service was held in a Church of England building, albeit not consecrated, and that almost all the members of the Movement are Anglicans, could be held to constitute a claim to be celebrating a "service of the Church of England".

Alexanders Laing & Cruickshank
Corporate Finance Ltd

...for growing companies needing specialist advice of the highest calibre

A PART OF
Alexanders Laing & Cruickshank Holdings Ltd
THE INTERNATIONAL SECURITIES HOUSE

For further information about our investment services please contact:

A.G.B. Pullinger
Piercy House
7 Copthall Avenue
London EC2R 7BE
Tel: 01-588 2800

A PART OF THE INTERNATIONAL SECURITIES GROUP
MEMBER OF THE FINANCIAL MARKETS GROUP

NEWS SUMMARY

NGA to vote on Wapping offer

With only two days to go before the News International's final offer to settle the Wapping dispute expires, the National Graphical Association last night decided to ballot its members on the deal.

The union, whose 800 members at the company went on strike eight months ago and were dismissed, has been told there is no point in holding a ballot unless its leaders recommend the offer.

While the NGA members were listening to Mr Tony Dubbins, their general secretary at a closed meeting in central London, the ballot organized by Sogat '82, the largest union involved, ended.

The 4,000 affected members were recommended by Miss Brenda Dean, general secretary, to accept the package which includes compensation of £58 million, but indications were that there was a low turnout.

Hard-line left-wing Sogat activists who mounted a campaign for rejection are said to be delighted with the reports of a poor response.

Some Sogat branches have defied their national leaders by including with ballot papers written advice urging members to vote "no".

Meningitis virus test

The Government is to give £50,000 for health tests for the town of Stonehouse, in the centre of the Gloucestershire meningitis epidemic, it was announced yesterday.

The South Western Regional Health Authority disclosed that Tessa Duff, aged 18 months, from Lydney, in the Forest of Dean, died of meningitis at the end of last week in Gloucestershire Royal Infirmary, bringing to 17 the number of meningitis deaths in the area this year.

About six thousand parents, children and residents in Stonehouse will have swabs and blood tests.

Murder charges

A man who manages a boutique was committed for trial at the Central Criminal Court by Cumberwell Magistrates' Court yesterday, charged with four murders and two attempted murders.

Mr Michael Lape, aged 33, from Chelsea, south-west London, is accused of killing Anthony Connolly on April 4 this year in a British Rail shed at Brixton. He is also accused of killing three men in the Kensington area and attempting to kill two others in south London.

Collision inquiry

A driver with no memory of a rail disaster in which nine people died when his van collided with a train on an unmanned level crossing may be charged with causing their deaths (see Smith writes).

Mr Malcolm Ashley, aged 38, a cattle breeder, was interviewed about the crash at Lockington Village, Hammersley.

A public inquiry into the disaster opens in Beverley, near Hull, today, and a decision on legal action will be taken when it has reported.

Indian visa deadline

Visitors to Britain from India, Bangladesh and Pakistan will be required to have visas from Wednesday, the Home Office announced last night (see Martin Fletcher writes). No deadline has been announced for visitors from two other countries with historical links to the Commonwealth, Nigeria and Ghana.

The decision to introduce visa requirements was made on September 1, when Mr Douglas Hurd, the Home Secretary, made it clear that it would be swiftly implemented if there was a sudden influx of visitors.

Since then there has been a continuous increase in passengers from India, Bangladesh and Pakistan.

French Embassy queues, page 4

Film lessons on cue

A project by Mr David Pittman, the film director, to introduce the cinema to schools is to go ahead in spite of a lack of government support (see Our Arts Correspondent writes).

The scheme, under which pupils at 2,500 schools in Britain will attend screenings of important films as part of their studies, will be launched on Friday with partial funding from the film and television industries.

Mr Ian Wall, a film educationist who is coordinating the project, said yesterday it was hoped other sponsors would come forward during the year to make up the missing one-third of the £105,000 budget.

Juries to go in criminal damage cases

By Frances Gibb
Legal Affairs
Correspondent

The Government looks set to abandon a proposal to remove the right to jury trial for cases of minor theft, in spite of backing from some senior judges.

Instead it is expected to cut the number of cases going to the crown courts by removing the right to jury trial for a large number of cases involving criminal damage.

Minor theft was put forward, along with three other offences, from which the Government proposed to remove

jury trial in its White Paper on criminal justice and it remains the one outstanding unsettled item from the package of measures to be contained in the Criminal Justice Bill next month.

It has still to go before a Cabinet committee but Home Office ministers are not in favour, after soundings from Conservative backbenchers who feel the political climate is not favourable for such a controversial move.

Instead, they are likely to propose that the threshold for criminal damage cases that can be heard by a jury be

raised from £400 to £2,000.

About 2,000 cases of criminal damage go to the crown court each year and it is estimated that at least 1,000 would remain with the magistrates if the threshold was raised.

The proposal was put forward by the Law Society in its response to the White Paper, in which the Government outlined proposals for redistributing work between crown courts and magistrates' courts.

A £2,000 level would "take more realistic account" of the cost of damage caused by

minor offences, such as breaking shop windows. It would also coincide with the maximum level of compensation order that magistrates can make, the society said.

Summary trial was appropriate in the "vast majority of cases" because, unlike theft, dishonesty was not an element of the offences, and "conviction for it was not regarded as an example of moral turpitude".

The society opposed abolishing the right to elect jury trial for minor theft although it supported the other proposals to remove

jury trial for common assault, driving while disqualified and the unauthorized taking of a motor vehicle.

Yesterday the Magistrates' Association said that it favoured an increase in the criminal damage threshold as a means of easing the backlog of cases at the crown court and delays.

Dr Douglas Acres, the chairman of the association, said that there would be some reduction in the work of magistrates' courts with the introduction of the fixed penalty scheme for motoring offences.

Patten urges gentle moves to encourage home letting

By Robin Oakley, Political Editor

Mr John Patten, the Minister for Housing, will today launch a quiet revolution to bring back the private landlord in Britain.

Though he will pledge the Government at the Conservative Party conference to create another million home owners over the next five years, Mr Patten accepts that home ownership in Britain, already up to 62 per cent, will soon bump up against the ceiling. Government housing experts believe that only 70 per cent of the population can afford to be owners.

Ministers plan therefore to start pitching for the votes of the other 30 per cent with a "Right to Rent" campaign which they hope will be as

black spots but who cannot find or afford homes where the jobs are. They also want to do more for young people in inner cities who face, in Mr Patten's words, "a degrading scramble for accommodation".

In an interview with *The Times*, Mr Patten said that council housing empires have got out of control.

"It is an absurdly difficult task to ask councils to manage a housing stock of, say, 100,000 houses. It is not a criticism of their officers. The scale of the task is simply too big."

"The two biggest problems are on the way out. There are 115,000 empty council houses and flats which I find deeply offensive. They should be being used to house the homeless and to house the people in need."

In the private sector the law had been so tilted against those who let property since the Rachmanite scandals of the 1960s that property owners had let their houses decay or taken them off the market.

Mr Patten said: "There are 600 to 700,000 empty private sector houses and flats. Many of these are empty because of the workings of the Rent Act."

But he will not be announcing in consequence sweeping changes in the Act. The Government accepts the need, in the housing field, for opposition agreement.

Mr Patten said: "We are still looking closely at ways of reforming the Rent Act. It is very much on the agenda. But it is a matter of how you do it. I want to ensure a good deal for good private landlords — and there are many good ones. But I also want to get in new private money to provide rented housing."

"Though I want to move, I do not intend to move other than by consent because the Rent Act is such a political hot potato."

Halifax seizes chance to become a developer

By Christopher Warman, Property Correspondent

The Halifax Building Society yesterday announced plans to build its own homes next year, aiming at providing 3,000 a year by 1990, with an annual programme of £100 million.

The move is in line with other building societies, including the Nationwide, the Woolwich and the Anglia, which all intend to provide homes from January 1 under the terms of the Building Societies Act which enables them to offer a wider range of services.

The society intends to set up a subsidiary development company which will own land and lead the development process, putting together schemes for housing, particu-

larly aimed at inner city regeneration. The Halifax wants to provide a greater mixture of tenures than in the past, including single person households and units for the elderly, and also to find ways of developing private rented housing.

Under its new powers, the society has already announced its intention to buy a selected number of estate agencies and it will also offer personal loans, pensions, personal equity plans and a more sophisticated Cardcash system.

A special meeting will be held on November 24 when members will be asked to give the society authority to exercise the new powers granted under the Act.

Mr Maquire, aged 27, a graduate of University College, Dublin, denies conspiring with Magee to cause an explosion at the Inn.

The jury will consider its verdict today.

Mr Maquire, aged 27, a graduate of University College, Dublin, denies conspiring with Magee to cause an explosion at the Inn.

The jury will consider its verdict today.

The jury will consider its verdict today.

The jury will consider its verdict today.

The jury will consider its verdict today.

The jury will consider its verdict today.

The jury will consider its verdict today.

The jury will consider its verdict today.

The jury will consider its verdict today.



Lord Scarman talking to a restaurant during his tour of Brixton, during which he called for 'positive discrimination to help black people find jobs' (Photograph: Alan Weller)

Brixton violence warning

By David Sapsted

Brixton will remain a breeding ground for violence and unrest unless a concerted effort is made to tackle the problems of housing and homelessness, Lord Scarman said yesterday.

Five years after he embarked on an inquiry into the Brixton riots, Lord Scarman called for positive discrimination to help black people in such fields as employment, education, training for jobs and housing.

He made his remarks after spending two hours touring the

"front line" area of Brixton in and around Raiton Road. "Though much has been done, very much more needs to be done," he said.

"I hope racial prejudice is on the way out. We have to eliminate racial disadvantage but I know we have not done so yet."

Lord Scarman described the provision of accommodation as an essential human need. "Without it, you will have disease and deprivation, and

the sort of situation where unrest can be easily bred."

He also said that he was worried by the possibility of "yuppies" (young, upwardly mobile professionals) moving into Brixton.

"I am very frightened about the threat of a yuppie invasion. One wants to increase the amenities and improve the environment of Brixton, but we want to be sure it's the people who live there who get the benefit," Lord Scarman said.

Beating racism, page 4

Call for £650m to halt cuts in NHS

By Jill Sherman

Health authorities have called for an extra £650million a year to prevent cuts in patient services and allow some development in the National Health Service.

In a report published today, the National Association of Health Authorities criticizes the Government for failing fully to fund NHS pay awards, which has meant that most authorities have had to use money earmarked for development, and some have had to cut patients services.

It said that several districts were drawing up plans to reduce services, and to implement cost-saving measures. These included cutting back on staff, reducing bed numbers, freezing recruitment, deferring maintenance work and cancelling the replacement of medical and surgical equipment.

The report calls for an extra £160 million for the hospital and community health services for next year, to meet the balance of the full-year cost of the pay awards. £390 million to cover general pay and prices, estimated at 3.75 per cent, and £100million, or 1 per cent, for development.

In its White Paper on public expenditure last January, the Government planned for a 4.5 per cent increase in the NHS budget in 1987-88, or an extra £470 million over this year's baseline of £10.3 billion.

The association argues that

this does not take into account new figures for inflation or the failure to fund the awards.

"The NHS has been bedevilled over the last few years by uncertainty over financing, primarily because we get the situation of pay awards agreed through the middle of the financial year, which are not fully funded," Mr Philip Hunt, the director, said.

The pay awards for all NHS staff averaged out at 5.9 per cent this year but health authorities were only allocated 4.5 per cent, leading to an immediate deficit of 1.4 per cent.

"We are looking for clear assurance that the service will receive sufficient resources to cover the Government's commitment to 1 per cent extra for service development and the full-year cost of the 1986-87 pay award," he said.

The report agrees with the joint delegation of the Institute of Health Services Management, the British Medical Association and the Royal College of Nursing that a 2 per cent overall increase is needed to maintain standards, but it takes the Government line that some of this should come from health authorities' own cost-improvement savings.

This year health authorities have managed to find an extra 1.6 per cent, or £150 million, through cost improvement programmes, which has funded most of the service development.

Blow for Fowler in poll

By Martin Fletcher
Political Reporter

Mr Norman Fowler, Secretary of State for Social Services, faces the daunting challenge of addressing the party conference in Bournemouth tomorrow knowing that even among Conservative voters fewer than half support government policies on the National Health Service.

Just 44 per cent of Conservative voters believe that the Government has the best approach on the NHS, while 23 per cent actually prefer Labour's proposals, according to an opinion poll in *The London Standard* yesterday.

Among the public generally the poll shows that just 15 per cent support the Government

The Conservative Party conference in Bournemouth will debate motions today on homes and land, privatization, education, social services and trade and industry.

on the NHS, while 44 per cent support Labour and 11 per cent the Alliance.

The NHS is one of Mrs Thatcher's priority areas and Mr Fowler is expected to unveil a further package of measures in his campaign to restore public confidence in the health service.

Only 22 per cent of those polled believe that the Tories have the best education policies, while 31 per cent favour Labour's and 12 per cent the Alliance.

On law and order, however, the Conservatives have a clear lead over their opponents, with 39 per cent, compared to Labour's 16 per cent and 8 per cent for the Alliance. Even among Labour voters 42 per cent prefer Tory policies.

The most encouraging news for the Government is that one in three of those polled have yet to commit themselves one way or the other.

Geoffrey Smith, page 4

Lord Lane fears 'huge wave of crime'

By Our Legal Affairs
Correspondent

Lord Lane, the Lord Chief Justice, said yesterday that a "huge wave of crime" was threatening to engulf Britain and would create a need for many more courts.

Opening a £10 million extension to court buildings in Manchester he said there had been a general lowering of standards.

By comparison with today the 1930s, when unemployment was proportionately as bad as it is now, was a time of "unprecedented lawfulness".

The Lord Chief Justice said he approached the opening of the new courts with mixed feelings. If they were for civil litigation, it meant more people were failing to settle their disputes amicably.

If they were for criminal trials, it meant the number of criminals had increased and that the former accommodation was inadequate.

He pointed out that in the 1930s the Central Criminal Court had managed with four courts but today "there are the best part of two dozen".

Lord Lane said the great 19th century reformers had attributed crime to poverty and filth, appalling housing conditions, lack of medical care, indifferent education and the absence of any social services.

"Cure those evils, they thought, and you can close down your prisons," he said.

"The prisons were then no more than a staging post between arrest on the one hand and the gallows and transportation on the other."

"What would they say now, when we have the welfare state, the Education Act, the Clean Air Act, the National Health Service and three prisons in cells designed by those Victorians for the accommodation of one?"

He said the 1930s were regarded as a time of unprecedented lawfulness.

He added: "You had no need to lock your house or to remove the ignition key from your car...when you left it."

Police 'in fight on ferry'

By David Sapsted

Scotland Yard's Complaints Investigation Bureau has received allegations of hoodlums by off-duty police officers on a cross-Channel ferry.

Sealink says that knives were thrown and an attempt made to set fire to a ferry when six officers returned from a day trip to Boulogne last month.

The incident has come to light when Sealink is increasingly worried by violence caused by soccer hoodlums. After the fighting between Manchester United and West Ham fans in August, the company introduced a new code of practice.

Sealink says that the trouble occurred when the officers missed the Townsend Thoresen ferry and boarded the Hengist for Folkestone early in the morning.

"One officer appeared to be the ringleader. He refused to pay for a bottle of wine in the cafeteria and started throwing cutlery, including knives, at staff. The group then moved to the fast-food area where an attempt was made to set fire to a curtain."

The captain of the Hengist alerted British Transport Police who escorted the group out of the port. The captain made a formal complaint to the Metropolitan Police, as did crew members.

Police Constable James Hollick, aged 33, from Chelmsford, was cleared by Portsmouth Crown Court of five charges yesterday of damaging vehicles on a Cherbourg-Portsmouth ferry last year.

Only 22 per cent of those polled believe that the Tories have the best education policies, while 31 per cent favour Labour's and 12 per cent the Alliance.

On law and order, however, the Conservatives have a clear lead over their opponents, with 39 per cent, compared to Labour's 16 per cent and 8 per cent for the Alliance. Even among Labour voters 42 per cent prefer Tory policies.

The most encouraging news for the Government is that one in three of those polled have yet to commit themselves one way or the other.

Geoffrey Smith, page 4

Sealink dispute chaos continues

There was still no settlement in sight last night to the Sealink ferry dispute which has disrupted cross-Channel and Irish Sea services. As National Union of Seamen officials met senior management, only the six-boat service to the Isle of Wight was unaffected (see Jones writes).

Services between Dover and Calais; Folkestone and Boulogne; Harwich and the Hook of Holland; Fishguard and Rosslare; Stranraer and Larne; Heysham and the Isle of Man and Portsmouth and Weymouth to the Channel Islands continued to be chaotic.

Dockers at Portsmouth yesterday voted to continue working on the Channel Islands ferry Corbiere, the only sea link with the mainland. It is owned by Channel Island Ferries.

Damian Harvey, aged 19, of Woodland Drive, Cleadon, received multiple injuries in the accident at Sunderland. Other scramblers carried police, firemen and ambulance men on pillars to the scene after emergency service vehicles could not reach it.

Damian Harvey, aged 19, of Woodland Drive, Cleadon, received multiple injuries in the accident at Sunderland. Other scramblers carried police, firemen and ambulance men on pillars to the scene after emergency service vehicles could not reach it.

Damian Harvey, aged 19, of Woodland Drive, Cleadon, received multiple injuries in the accident at Sunderland. Other scramblers carried police, firemen and ambulance men on pillars to the scene after emergency service vehicles could not reach it.

Damian Harvey, aged 19, of Woodland Drive, Cleadon, received multiple injuries in the accident at Sunderland. Other scramblers carried police, firemen and ambulance men on pillars to the scene after emergency service vehicles could not reach it.

Damian Harvey, aged 19, of Woodland Drive, Cleadon, received multiple injuries in the accident at Sunderland. Other scramblers carried police, firemen and ambulance men on pillars to the scene after emergency service vehicles could not reach it.

of ic
co m ni ati n

by filling the gaps in your
office communications
you'll get the message quicker.

Please send me () complimentary tickets to
LBES, worth £3 each.
Name _____ Job Title _____
Company _____
Address _____

B.E.D. Exhibitions Ltd., 44 Wallington Square, Wallington, Surrey SM6 8RG.
No person under 18 years old will be admitted.

Send for your
complimentary
tickets
SHOW

Earls Court,
21st-24th
October.

EVERYTHING TO MAKE A BUSINESS MORE EFFICIENT.

PHS: defining the product he is to sell. than to the three Rs, or that. He will give nothing on

Case opens against Jordanian accused of attempt to blast jet with 375 on board

Woman left holding baby and the bomb, jury told

A pregnant woman said to have been used as a human time bomb in a Jordanian attempt to blow up an Israeli jet with 375 on board told the tale of her love affair at the Central Criminal Court yesterday.

Miss Ann Murphy, aged 32, the Irish girlfriend of Nezar Hindawi, took the oath in a faltering voice. She told the court she met Mr Hindawi, a journalist, also aged 32, at a house in West Drayton, near Heathrow Airport, and by the end of the year had "a close relationship" with him.

"Did you love him?" Mr Roy Amlot, for the prosecution, asked her. "Yes, I did," she replied. "Did you believe he loved you?" She whispered: "I did."

Last year she became pregnant by Mr Hindawi but miscarried, Miss Murphy said.

Gaunt-faced and not looking towards her former lover in the dock, she said that last January she discovered she was pregnant by him again.

"When she told Mr Hindawi, he did not want to know about it. He wanted me to get rid of the thing."

"I did not want to get rid of it and said I wanted to keep

● **He said he wanted to get married in the Holy Land...** ●

the baby and myself without him. There was no talk about marriage."

Later, about April 7, he suddenly appeared at her Earls Court flat, she told the court.

She said he wanted to marry her and take her for a holiday. "I was surprised," she said. "I agreed to get married. It seemed a good thing to do."

They were to go on holiday

to Israel, she said. "He said he wanted to get married in Israel, in the Holy Land, when we got over there."

Miss Murphy said she and Mr Hindawi first went to the wrong terminal at Heathrow.

"We got out of the taxi. Hindawi had the bag and paid the taxi. We went in together."

"He put the bag on a trolley and asked directions for terminal one. We walked there with him pushing the trolley."

"Then he took the bag off the trolley. I asked him what he was doing. He did not answer me. We went to the lavatory while he waited for me with the bag."

"He kissed me goodbye on both cheeks and left me. The bag was still in the trolley. I pushed it to gate 23 and got into a lift on my own. He had gone because he wanted to go to another terminal to catch an earlier plane."

After the discovery of 3lb of plastic explosives in a roller trolley allegedly given by Mr Hindawi to Miss Murphy, the police, acting on the information of an alert receptionist at the London Visitors Hotel, arrested Mr Hindawi.

Mr Amlot said Miss Murphy "was no suicide terrorist bomber. She is a single, simple Irish girl who came to London for the first time in 1984."

"From a large family, she had left school at 14, and worked as a machinist in Dublin for 10 years before deciding to seek work in London, where she started at the Hilton as a chambermaid."

"In September last year she was sharing a flat in Kilburn with a number of others. She had a boyfriend, Mr Hindawi, in the autumn of 1984, not long after she arrived."

Mr Amlot said that from his Jordanian passport, later discovered in a Berlin flat, Mr

Hindawi had obviously travelled to Jordan, Italy, Poland, East Germany, Rumania and Bulgaria. He had sent a postcard to Miss Murphy from Italy.

By mid-November he had left Britain again, telephoning his girl friend from Germany and Italy. "She was beginning to despair over whether there would be anything permanent about their relationship."

Then, Mr Amlot said, Mr Hindawi appeared at her flat on April 7. He had flown into

● **Hindawi was acting in concert with the agents of Syria** ●

London two days earlier and stayed at the Royal Garden Hotel, Kensington, where crew members of the Syrian state airline stayed.

Despite his apparent previous lack of interest in Ann Murphy, he now told her he wanted to marry her and take her on holiday to Israel. She agreed. They hurriedly arranged a passport for her, then on April 15 went to a tour operator in Regent Street, a subsidiary for El Al.

Mr Amlot alleged that Mr Hindawi remained outside the office, sending her inside with instructions to book a return flight to Tel Aviv two days later.

"She paid with money he provided. By then he had persuaded her to book only one ticket for herself, claiming he already had a ticket on another flight as his job paid for his flight and he had to take a different route for some reason."

"She was nervous and unwell, but he persuaded her they would meet in Tel Aviv on her arrival."

After the flight was booked,

he asked her to take a package for him in her handbag. Mr Amlot said it contained an automatic pistol and ammunition which was found later in the grounds of Chiswick House, where it had been thrown into a pond.

Mr Hindawi had bought Miss Murphy a rollerbag with wheels saying her cases were too big to take. "He also had a calculator which he wanted to take for a friend of his. They packed the bag and he said he would call for her on April 17. He arrived in a taxi just before 7.30am."

"The time is important because the timer in the calculator for the bomb was set at precisely 08.03 that morning," Mr Amlot alleged.

Mr Amlot said the taxi arrived at Heathrow about 8.30 and the timer was armed just after 8am simply by connecting a battery to the calculator.

Miss Murphy remembered that in the taxi Mr Hindawi took the calculator out of the roller bag and seemed to be changing the batteries. He seemed nervous.

He then pushed the calculator to the bottom of the bag. That was important because it would be the most effective place to set off the main charge.

At the airport Mr Hindawi left her before she reached the check-out and kissed her goodbye. She thought he was going to another terminal to catch his flight.

"The Crown says he had set the bomb to explode in five hours. It would have exploded at 39,000 feet over Austria but for the most impressive alertness of El Al security officers at the airport."

"There is convincing evidence he (Hindawi) was acting in concert with agents of



Miss Murphy, described in court as "no suicide terrorist"; her boy friend, Mr Nezar Hindawi, who is accused of plotting to blow up an El Al airliner; and the Heathrow terminal scene where her baggage was checked.

the Syrian Government and acting on behalf of a group calling themselves the Jordanian Revolutionary Movement," Mr Amlot said.

Explosives were discovered taped to the base creating a false bottom. Trapped under the tape were some hairs which were microscopically similar to head hair taken from Mr Hindawi after his arrest.

When Mr Peter Gurney, an explosives expert, examined the calculator, the securing

screws cemented into place. Inside he found a timer and detonator had been added to the circuits and would have worked whether the calculator was switched on or off and whether anybody used it. The detonator was timed to go off at 1.04 in the afternoon.

It would have created a devastating explosion causing the total loss of the aircraft and all on board. Mr Amlot told the jury.

Cross-examined by Mr Gilbert Gray, QC, for Mr

Hindawi, Miss Murphy agreed she had loved Mr Hindawi very much and had believed he loved her. She agreed she had not heard a word from him since his arrest.

Mr Gray: "Did you know that he has been forbidden to make any contact with you at all since his arrest?"

Miss Murphy: "No." He said the main charge was described as an attempt "because, thank God, the bomb did not go off."

The trial continues today.

Portfolio Gold Winner to start own business

Two readers shared yesterday's daily prize of £4,000.

Mr Reginald Fernant, aged 73, from south-west London, has played the game since it started.

He said: "I just couldn't believe that I have won. As a matter of fact I'm still checking my numbers."

Mr Fernant, who is a retired Civil Servant and chartered surveyor, said that he would spend the money on "some household things" for his wife and on a holiday.

The other winner is Miss Elspeth Varley, aged 30, of Milton Keynes, Buckinghamshire. She has played the game for two-and-a-half months.

Miss Varley, who is unemployed, said that she would use the prize money to start her own business.

Readers who would like to play the game can obtain a Portfolio Gold card by sending a stamped addressed envelope to: Portfolio Gold, The Times, PO Box 40, Blackburn, BB1 6AJ.

Parents back sex education

Sex education in schools is overwhelmingly supported by parents and children, according to a survey to be published early next year.

A Policy Studies Institute research team interviewed 200 families in three English cities.

It shows that parents and children demonstrated "an almost universal support" for some form of classroom tuition, often because of an awkwardness about sex that existed between them.

Airlines to ban unruly and drunk

Nineteen European charter airlines are to stop drunk and unruly passengers boarding aircraft. They will mark tickets to prevent the potential troublemakers from transferring to other aircraft.

The airlines, which include Britannia Airways, British Airways, Dan Air, Monarch, and Orion Airways, say that unruly passengers can affect an aircraft's safety.

Warrant out

The Law Society has paid £44,000 from its compensation fund to two clients of Mr Ian Wood, the solicitor held in France for whom an extradition warrant was issued yesterday by Sheffield magistrates alleging two offences of murder and one of attempted murder.

Woman bailed

A widow aged 38 accused of murdering the man who allegedly raped her was allowed bail at Marylebone Magistrates' Court, central London, yesterday. She agreed to live at a secret address until the hearing resumes on November 17.

Rabies tests

A Brazilian seaman, bitten by a dog in Brazil, is undergoing tests for rabies at a Hull hospital after being taken ill shortly after docking.

TV men held

Three men who helped Yorkshire Television film *First Tuesday*, a documentary about the execution of Mr Laszlo Rajk, Hungary's former foreign minister, have been arrested by Hungarian secret police in Budapest.

Rats alert

Rat catchers have been called in to Papworth Hospital, Cambridgeshire, to get rid of a colony of rodents in buildings next to the heart transplant unit. A hospital spokesman said the transplant programme will not be affected.

Trust buys pit

The National Trust is to pay £50,000 for a 25-acre field containing a gravel pit in Dedham Vale, Suffolk, because of its proximity to Flatford Mill, depicted in John Constable's painting, *The Hay Wain*.

Fan denies he was 'fat man' in riot

A football supporter known as "the fat man" led gangs of Chelsea supporters in vicious attacks before and after a home game against Manchester United, a jury at the Central Criminal Court was told yesterday.

Mr Graham Boal, for the prosecution, alleged that "the fat man" description fitted Terence Matthews, a scrap metal dealer who weighed more than 19 stone when arrested.

He claimed that Mr Matthews, aged 25, was "in the

Bamber murder trial Detective rebuked over 'lost' clues

By Michael Horsnell

A senior detective in a murder investigation was rebuked by the judge at the trial of Jeremy Bamber yesterday when he admitted that vital clues were overlooked or lost.

The series of mishaps in the handling of the case meant that for weeks detectives persisted in the theory that the model Sheila "Bambi" Caffell had shot her adoptive parents and twin sons with a point 22 rifle before turning the weapon on herself.

Chelmsford Crown Court was told that it was more than a month after the massacre at the eighteenth century farmhouse where the family lived that officers began to suspect Mr Bamber, who stood to inherit £436,000 from their deaths, had committed the murders.

And it was not until October 23, eleven weeks after the killings at White House Farm, Tolleshunt D'Arcy, Essex, that a fingerprint found on the rifle butt was matched with Mr Bamber's prints.

Mr Bamber, aged 25, has denied murdering his adoptive parents Neville and June Bamber, both 61, his half-sister Sheila, aged 27, and her twin six-year-old sons.

Det. Insp. Ronald Cook, the senior scene-of-crime officer at the farm, admitted that a hair found stuck to a blood-stained silencer belonging to the murder weapon had been lost.

The silencer itself had only been found three days after the murders by relatives of the family and handed to police, who had previously omitted to search the gun cupboard in which it was kept.

Towards the muzzle end was a grey hair which was sent with the silencer to the Home Office forensic science laboratory at Huntingdon.

Det. Insp. Cook said that the laboratory had not been warned of the hair, which went missing in transit.

The hair could have shown whose head had come into contact with the murder weapon but the officer had failed to warn the laboratory of its arrival.

Mr Justice Drake told him: "They should have been told, shouldn't they? You know they should."

A series of other unfortunate

omissions was also disclosed to the jury on the third day of the trial.

Det. Insp. Cook said that several weeks after the murders he found two fingerprints on the point 22 semi-automatic Anschütz rifle and on October 23 identified one belonging to Jeremy Bamber, his right forefinger on the butt.

He also found a print of Sheila Caffell's right hand ring finger. Under cross-examination Det. Insp. Cook admitted that the weapon had been handled by officers at the scene who had omitted to wear protective gloves.

He agreed also that photographs of the body of Sheila Caffell showed that the gun found across her chest at the scene had been moved by officers.

He confirmed that for several weeks after the murders police regarded Mrs Caffell as the murderer.

He said: "At the conclusion of the post-mortem nothing was said to me to alert me to the possibility that this may have been anything but a case of murder and suicide."

Det. Insp. Cook told the jury that a Bible belonging to Mrs June Bamber and found by the side of Mrs Caffell was not tested for fingerprints.

He added that no examination was made of Mrs Caffell's perfectly clean feet which the prosecution has alleged would have been dirty after carrying out the bloody massacre in different rooms of the farmhouse.

He admitted that the gun cupboard where Neville Bamber kept a number of weapons and ammunition had not been examined by police during initial inquiries. The court was told that it was three days after that that relatives who went there to collect valuables for safe-keeping discovered the bloodied silencer.

Det. Insp. Cook could give no explanation for the failure of police to ask Jeremy Bamber for specimens of his clothing and he went on to say that several days passed before police noticed a mark made by a blunt instrument on the underside of the mantelpiece in the kitchen where the battered body of Neville Bamber was found.

The trial continues today.

THE UNIQUE GUARANTEE FROM NATIONWIDE

SEND US JUST £1,000 AND WE'LL RETURN A £100 BONUS ON TOP OF GOOD INTEREST.

Nationwide's new Capital Growth Plan '89 is unique. It guarantees you our share account interest, plus a £100 extra bonus on every £1,000 invested over 3 years.

So at present rates, a £1,000 unit will be worth £1,268 at the end of the full term. You can, however, withdraw units at any time with full share account interest paid up to the date of withdrawal.

Capital Growth Plan '89 is a strictly limited offer, so complete the coupon, or call at any Nationwide branch or agent, now.



To: Nationwide Building Society, Postal Investment Department, FREEPOST London WC1V 6XA. I/We enclose a cheque for £ (units of £1000) to open a Capital Growth Plan '89.

Name _____ Address _____ Postcode _____

Rates may vary.

7/8631

Anglicans are urged to grasp challenge of beating racism

By David Cross

A leading Anglican yesterday called on the church to take a more active part in the drive to eradicate racism.

The Rev John Gladwin, secretary of the General Synod's Board for Social Responsibility, said the church had to tackle racism both in its own ranks and in the wider community.

Mr Gladwin was speaking at a press conference in London, held to launch a report produced by the Race Pluralism and Community Group, part of the social responsibility board.

He said: "All the participants share a common desire to affirm and promote the multi-racial character of the church. If that task is to be undertaken with success then we must face up to and tackle the racism present in the church and in the wider community."

The report urges the compilation of an index of members of the church who hold positions of power and "who may not be sympathetic at all to the anti-racist cause. This would be a register of interests and involvements and these members would be regularly and systematically challenged to examine their actions in the light of their Christian commitment."

Another index would be compiled of church members who are sympathetic to the anti-racist cause and who could be used, lobbied and brought together at short notice. "This index should be made available to anti-racist

groups and campaigns throughout the country so that better alliances between church and non-church groups can be built."

The report also says that Church of England workers should adopt "more dramatic, symbolic actions of protest and defiance" on the streets to combat racism.

"We believe that in the present climate, rational arguments are not adequate," the report says. "In the past it was possible to shame governments into implementing small measures through rational argument."

"However, the present government has demonstrated no will or wish to respond to such argument, and therefore we feel, in relation to racism in society, that simply to repeat a list of recommendations is to miss the prime problem."

"We believe that the church must challenge its own role in relation to the structures of power. The church needs to lose its respectable image and espouse unrespectable causes. And this must happen at every level. Essentially it means getting out of the committee rooms and on to the streets," the report adds.

Participants at yesterday's press conference said that the church had not yet decided how to proceed with the group's recommendations.

The Rev Theo Samuel, vice-chairman of the Association of Black Clergy, said: "We have got to discuss the issues further before we decide which strategies to use."



Hopeful applicants waiting yesterday outside the French Embassy visa section in west London. (Photograph: Stuart Nicol)

French visas

Applicants queue for hours

It was like the first day of the Harrods sale. There were sleeping bags, canvas chairs and empty take-away containers were the remnants of the hopeful applicants' breakfast.

Miss Maureen Preen and her friends arrived at midnight after unsuccessfully trying to obtain visas last Friday. "They told me that if we got here after two that we would not get in. So we decided to make a night of it: we drank champagne and wine and slept," she said.

Miss Daniela Sullivan, who arrived at 5.30 am, said she wanted to be in Paris by the afternoon. "I spent the night listening to music, drinking coffee and talking to the friends I have made here," she said.

Miss Korina Flamma, who has to travel to Paris to collect

£1,000 she won in a song competition, sat outside embroidering a gold costume. She too was turned away last Friday.

Cheers from the crowd and signs of relief greeted officials who walked along the queue 15 minutes before the consulate opened and handed out raffle tickets numbered 501 to 1,001.

Those who were not lucky enough to get a ticket, have to return again today.

Security guards at the visa section advise travellers, who have been turned away, to return again at 4 am.

The French Embassy said that staff found it "virtually impossible" to cope.

"We have even appointed extra staff, but it is very difficult," she said.

She said that tourists could, however, still obtain visas at French airports and at ports of entry.



Mr Don Gardner, who was well wrapped for the wait

COMMENTARY



Geoffrey Smith

The Conservatives won the last general election because they were the only party that looked fit to govern the country. For Labour the national campaign was more an episode in the party's civil war than a serious bid for power. For the Alliance it was essentially a struggle for survival.

With the aura of the Falklands still upon her, Mrs Thatcher had simply to keep out of trouble in order to win. Policy commitments became not so much an electoral requirement as a potential trap. So the Conservatives coasted to victory with a campaign of much professionalism and few promises.

But as they begin the last of this year's party conferences today the Conservatives must know that it will not be like that next time. After last week's performance in Blackpool, Labour can no longer be dismissed as a party unfit for office, whatever its policies might be.

Tories must fight on three fronts

So the Conservatives must prepare for a campaign on three fronts. They will have to fight partly on their record, as every government must do; partly on the dangers presented by Labour policies, as distinct from Labour incompetence; and partly on their own positive proposals.

Coming to an election after eight, possibly even nine, years in office, the Conservatives will have to demonstrate that they have not run out of steam. The principal test of this conference will be whether the Government can convey the impression that it still has a politically appealing momentum.

It must show that it has fresh tasks to accomplish. But the British are an instinctively conservative people, who will not be attracted by radical proposals for their own sake. Elections in this country are not won by frightening the voters.

Looking at the record of the Thatcher Administration up to now, I am struck by how carefully the Government has followed this principle in its actions and by how carelessly it has disregarded it in some of its rhetoric.

Its most radical actions — trade union legislation, sale of council houses, privatisation — have all been judiciously selected. None has been directed against politically popular targets. All has been politically acceptable.

The Government has not slashed public expenditure as might have been expected. But

it has talked so much about doing so that reductions in the planned level of increased spending have been widely interpreted as swingeing cuts.

So it has got the worst of both worlds. It has received the political blame, but no economic benefit from savings that have not been made.

There is a lesson here for this conference. The test is to indicate that further selective reforms are on the way without arousing fears that the world is to be turned upside down, and the Welfare State torn apart.

All the signs are that ministers will try to achieve this double purpose by concentrating on the theme of extending individual choice. This principle will be applied in the fields of housing, education and possibly health.

In general terms this seems a sensible approach. It is consistent with the direction in which British society is moving.

But there are three yardsticks against which the implementation of this principle should be measured. Each scheme needs to offer the prospect of a sensible, practical reform, rather than being simply a bright idea that fits

Reforms without fears required

It will need to be presented in a way that does not make it sound more radical than it in fact is. That is a tough requirement for an ambitious minister under Mrs Thatcher's expectant gaze, but there is a thin borderline between arousing interest and striking fear in the electorate.

Finally, ministers will need to make it clear that the spending increases which are undoubtedly necessary will be selective. Otherwise, the Government will look as if it has simply undergone a deathbed conversion, which is not the best way to win anyone's confidence.

PARLIAMENT OCTOBER 6 1986

Hoods and masks on marches

THE LORDS

PUBLIC ORDER

Fears that members of the IRA or other militants and activists would be able to take part in public marches while disguised in masks, hoods or uniforms and get away with it, were discounted by the Government during the committee stage in the House of Lords of the Public Order Bill.

The Government spokesman, the Earl of Calthorpe, Minister of State, Home Office, explained that the issue was already fully covered by the Bill. Viscount St Davids (Ind) raised the issue when he proposed an amendment, which he later withdrew, giving police powers to prevent those in public marches disguising themselves, as part of the conditions to be imposed on public processions.

A man took part in a procession, he said, to demonstrate his support for its purpose. He is doing that just as much as if he wrote a letter to *The Times* and signed it with his name (he said). A letter written to *The Times* signed, Anonymous, would not have the same effect.

Somebody marching with a masked face was not showing the same honesty of purpose. By adding a disguise a marcher was saying in effect that he was about to do a bad act. In recent years too many processions had been damaged by

people taking part with a disruptive intent, often contrary to the wishes of the organisers.

Lord Silkin of Dulwich (Lab) said the Opposition had sympathy with the proposal which was complementary to an amendment he had tabled imposing conditions on the carrying of provocative flags and banners. It was logical the two should go together, he said.

This was particularly important in instances where particular flags or banners were to be carried through areas where they would be considered offensive.

The Marquess of Tweeddale (Ind) pointed out there were occasions when people such as Irishmen on an anti-Khmerist demonstration could put themselves or their families at risk if they were to show their faces openly.

The Earl of Calthorpe said the Metropolitan Police had the greatest experience of dealing with mass demonstrations, had reported no problems with disguised marchers and said they were quite satisfied with existing powers. The provision forces had replied that it might be of use in the case of animal rights activists who used masks when raiding animal establishments, although they marched undisciplinedly.

The Government, he said, was satisfied that sufficient powers already existed for the police to be able to deal with any such problems and the question of Irish demonstrators and others who feared reprisals, had to be taken seriously.

People 'frightened' by Labour defence policy

MINI-SUMMIT

The overwhelming majority of the British people would be frightened by the defence policy of the Labour Party as defined by Mr Neil Kinnock at the party conference in Blackpool, Lord Young, Minister of State for Foreign and Commonwealth Affairs, said during question time exchanges in the House of Lords, which was resuming its sittings after its summer recess.

Lord Mollay (Lab) had asked whether there would be a statement to the House following the proposed mini-summit in Iceland.

Lady Young: It is unusual to make a statement about a meeting at which the Government is not present, but we will certainly wish to keep the House informed in an appropriate way.

Lord Thorpecroft (C): The experience and reputation of the Prime Minister and her acknowledged friendship and loyalty to the United States

make it more likely we will be consulted.

Lady Young: That is an important point. Those who heard the anti-American remarks made at the Labour Party conference last week do not feel these are in Britain's best interests.

Lord Jenkins of Putney (Lab): Nuclear weapons have never even been used in the conference table and as they serve little purpose, we would be safer without them.

Lady Young: I would not accept that. If he and his friends would consider the great danger into which they are putting this country by their anti-nuclear policy, they would recognize the overwhelming majority of the British people will be very frightened by it.

Parliament today
Lords (2.30): Housing and Planning Bill, committee stage.

BRITISH COAL. THE SHORTCUT TO LONG TERM STABILITY

Bowater's papermaking site in Kent is one of the largest in Europe. It is also a fine example of a company reaping the benefits of relying on British Coal for its energy needs.

The Kent mills produce a portfolio of papers ranging from quality gloss-coated grades through computer and business to towelling and packaging. In the process, the company consumes around 250,000 tonnes of coal a year.

"Paper is a very competitive business facing intense competition from overseas" says Ted Drake, Purchasing Manager - Supplies. "And energy is a major cost. Oil has a history of volatile pricing and even though costs look attractive at the moment, it's anybody's guess what will happen in the next few months. On the other hand, prospects for coal remain excellent - based on stable, competitive pricing and security of supply."

Bowaters, like many other forward-thinking companies have chosen British Coal when it comes to an important investment in the future.

Act now for real help with conversion costs

A Government Grant Scheme currently supports conversion to coal by providing up to 25% of the eligible capital costs.

Loans at favourable terms (including deferred repayments) are also available from the European Coal and Steel Community.

The Plant and the technology

Industrial requirements can be met from a comprehensive range of packaged or purpose designed units with a variety of boiler and furnace types and ratings. Modern coal plant is fully automatic with completely enclosed handling - a concept that

meets both the economic and aesthetic needs of the UK's leading industrial companies.

A final word from Malcolm Edwards, British Coal's Commercial Director: "No other source of energy can match British Coal's supply and pricing profile. The Government Grant Scheme, which isn't due to end until mid-1987, can make converting to coal one of the soundest investments your company has ever made.

The time to talk is now."

British COAL NOW IS THE TIME TO CONVERT TO BRITISH COAL

For further information, please write to: British Coal Corporation, Industrial Branch, Marketing Department, 100, Victoria Road, Heston House, Grosvenor Place, London SW1A 7AE.

Name: _____
Company: _____
Address: _____

77/10/86

التي هي

Mothers who work are more likely to take up smoking

By Jill Sherman

Working women with young children are much more likely to take up smoking than housewives with no children, irrespective of social class.

Research published by the West German government shows that 48 per cent of all women in paid work, with children under 10, smoke, compared with a national average of 33 per cent. Thirty-five per cent of all housewives with children under 10 smoke.

But the susceptibility to smoking drops sharply in women who have no children. Only 26 per cent of childless working women smoke and 24 per cent of housewives with no children.

The figures published in a new book by Dr Bobbie Jacobson, *Beating the Ladykillers*, which was launched by the British Medical Association yesterday, support her argument that the strain of working and having children is a factor in the closing gap between smoking incidence in men and women.

In 1961 nearly 60 per cent of men and 40 per cent of women smoked. But now nearly half the country's 14 million smokers are women averaging 14

cigarettes a day to the man's 16. In 1983 cigarettes killed 33,000 British women through heart attacks, lung cancer and chronic bronchitis, and lung cancer is now overtaking breast cancer as the biggest cancer-killer.

Dr Jacobson emphasizes that, unlike men, women are smoking at equal rates across the spectrum of social classes. Only 17 per cent of middle-class professional men smoke, compared with 49 per cent of unskilled manual workers. But in women this figure is 38 per cent and 40 per cent respectively.

"Social class is still an important indicator in smoking but other factors now have to be taken into account," Dr Jacobson said. "There is a new hierarchy of smokers. Since men do not do much unpaid domestic work, the strain of having children to rear as well as a paid job is unlikely to have much impact on their smoking patterns."

Dr Jacobson claims that women are driven to smoking because they have no one to depend on. "Men depend on women. Women depend on cigarettes. Cigarettes are being used as a safety valve, a way of

letting off steam in a society that expects women to juggle three or four paid and unpaid jobs."

Dr Jacobson will be sending the book and a covering letter to Mrs Edwina Currie, junior minister at the Department of Health.

"Edwina Currie needs to address the issue of her own ignorance before she accuses the rest of the country of being ignorant of health hazards. Her own department's research shows that people are aware of the risks of smoking. People are smoking because they have good reason to smoke and are being further tempted by the millions spent on tobacco advertising each year."

Dr Jacobson said that she would also be notifying Mrs Currie of new statistics which showed that popular women's magazines were breaching the Government's voluntary agreement, drawn up last April, that no cigarette advertising should appear in magazines marketed at the 15-24 age group with a circulation of more than 200,000.

The magazines in breach of the agreement are *Company*, *Cosmopolitan*, *Options*, *Over 21* and *Woman's World*.



Prince Charles touring the housing project with (from left) Mr Angus McCormack, Mr Rod Hackney, Mr Michael Connarty, and Miss Genevieve Jones, project architect.

Royal seal for self-builders

By Charles Kneville, Architecture Correspondent

The Prince of Wales yesterday opened Scotland's first self-build housing project sponsored by a local authority at Colquhoun Street, Stirling. He told one of the home-owners that he would be back to see it completed.

The scheme, which was praised by the Prince in his speech to the Institute of Directors' annual convention last year, has put home ownership within the reach of disadvantaged groups such as the

unemployed, low paid, single parents and families on the council waiting list.

Mr Rod Hackney, a community architect and adviser to the Prince, was appointed by Stirling District Council to undertake the scheme of 27 refurbished flats and nine new two- and three-bedroom houses on a derelict site in 1984.

The Abbey National and Scottish building societies

provided mortgages, with the council giving loans and maximum improvement grants. By doing the work themselves the self-builders will save up to one-third of the normal market cost of their homes, giving them a new house for less than £20,000 and a flat for around £10,000. More than 70 applications were received from those wishing to take part in the project.

Duke calls for fairer deal, page 16

Pop singer tells of musician's last hours

The pop singer Boy George told an inquest at St Pancras, central London yesterday he believed that an American musician who died from a drugs overdose in his home was no longer taking drugs.

Boy George, who gave evidence under his real name of George O'Dowd, told the hearing that Michael Rudektsky had come to England for a recording session.

Asked about Mr Rudektsky's drug problems, Boy George said: "He said he didn't take anything."

During the evening of August 5 they both went to the Gaslight rehearsal studio at Moat Place, Brixton.

"He seemed tired but OK. He started to doze and slumped over his keyboard."

The singer said that he needed help from a nightwatchman to get Mr Rudektsky into a car. He took him to his home in Well Road, Hampstead, north-west London.

The singer then went to his other home at St John's Wood and learned the next day that Mr Rudektsky was dead.

Dr Peter Jerrard, a pathologist, said that a post-mortem examination disclosed that Mr Rudektsky's body contained a fatal level of morphine.

Dr Douglas Chambers, the coroner, recorded a verdict of death by misadventure.

New drug attacks wide range of viruses

By Pearce Wright, Science Editor

The most powerful anti-viral agent tested in the laboratory is reported in the latest issue of the science magazine *Nature*.

A research team from Belgium and Czechoslovakia presents results for a new compound called (S)-HPMPPA for short, which show it has astonishing potency in attacking a wide range of viruses, including those causing herpes and allied infection, chicken pox and similar illnesses, and some that are known to induce tumours.

The drug has been tested on 25 different viruses in culture in laboratory, stopping their development in concentrations which is said to have no other effect on the mammalian cells.

The report from the group led by Dr Erik De Clercq, of the Rega Institute for Medical Research at Leuven University, focuses on the unusual mechanism which they believe is at work in making the compound so powerful.

Development of effective anti-viral drugs is still at an early stage. But if substances can be synthesized to be absorbed selectively into only the virus, it would be of enormous benefit to other scientists searching for treatments for AIDS and cancer.

Clinical trials: 2

Evidence of GPs' cash inducements

In the second of two articles, Jill Sherman looks at how clinical trials are open to financial abuse

The lack of statutory control governing clinical trials can lead to abuse and there is growing evidence that false or pseudo trials are being carried out which have no scientific value and are purely promotional exercises.

In one recently publicized case doctors were allegedly given payments for taking part in a false trial to promote a heart drug. Salesmen were told to keep test cards which had been completed by the doctors.

The Royal College of Physicians has received evidence that large sums of money are being paid to clinical investigators to conduct trials and that companies, partnerships and individual doctors contract to carry those out.

Those organizations or individuals act as links between the pharmaceutical industry and the medical professions and may be purely commercial or associated with hospitals and universities.

Some doctors are offered gifts or cash payments for every patient started on a product, and the college heard that several physicians were offered £500 for every five patients treated with a new non-steroidal anti-inflammatory drug.

Under the college's own code of ethics investigators are entitled to realistic payments to cover the time spent carrying out the research. But payments are expected to be reported to the ethics committees.

The code says doctors should not accept payments for clinical trials of new drugs unless that has been specified in the protocol.

Similarly doctors should not accept payments for recording patients' reactions to a licensed drug, unless that has been approved, or receive any inducement which could influence his professional assessment of the therapeutic value of a new drug.

The Department of Health

and Social Security has recently advised that if an officer wishes to attend a conference which is financed wholly or partially by commercial sources he has to seek approval from the employing authority.

Even the Association of the British Pharmaceutical Industry says that "no gift or financial inducement shall be offered or given to members of the medical profession".

But the advice is clearly being broken by both sides and there is evidence that doctors themselves are now demanding fees from drug companies so that they can attend conferences abroad or asking companies to provide free meals when they wish to promote products.

The penalties to the drug company are small, amounting to no more than a ticking off by the association.

Ethics committees have no direct sanctions over doctors but if they find that their advice is being carried out without their knowledge they are expected to report the incident to the health authority or university board.

The Royal College of Physicians has advised members that "it is unacceptable for a physician to receive any gift or other inducement from a pharmaceutical company except those that are 'inexpensive and relevant to the practice of medicine'".

It also proposes that financial arrangements for clinical trials are done through the finance office of the health authority or university.

To guard against false or pseudo trials the college says that doctors must ensure that the studies are of scientific merit, that they have been approved by an independent ethical committee and there is prior agreement with the company that the results may be submitted to journals of the physicians' choice.

Concluded

PRESS RELEASE

14th September, 1986.

Magnapix's latest.

Magnapix has today announced the release of their latest film, "Giving and Taking". A block-buster of a love story set in war-torn Europe. It's directed by William Healey and stars Jim Roberts, Philippa Baldwin and Karl Kretschmar-Schuldorff.

Based on the best-selling autobiography of Belinda Bellantyne, "Giving and Taking" tells the story of a young Englishwoman (played by Baldwin) who is married to a German (Kretschmar-Schuldorff). When war breaks out, he is drafted and eventually sent to the Russian Front.

WW2 Heroism.

During the years to come, Baldwin has more to cope with than three children, the Allied bombing, the neighbours' hostility and the authorities' suspicions. She also meets, and falls in love with, a Canadian intelligence officer masquerading as a Swiss cultural attaché (Roberts).

When Kretschmar-Schuldorff loses his legs to a partisan's grenade and is sent home, he begins to suspect that Baldwin is having an affair. But that is only half the truth - she is also actively engaged in helping Roberts with his espionage work.

Whilst under the influence of home-made schnapps, Kretschmar-Schuldorff confides his anguish over his wife's infidelity to a neighbour, who is, unfortunately, an informer (played by the great old character actor, Tim Baynes). Baynes discovers that Roberts is a spy, and informs on both him and Baldwin.

Self-Sacrifice.

Confronted by the hurt and angry Kretschmar-Schuldorff, Baldwin and Roberts confess their anti-Nazi activities, just as the Gestapo arrive outside their apartment building to arrest them. Kretschmar-Schuldorff, in order to distract the Gestapo and give Baldwin, Roberts and the children time to escape across the roof, drags himself over to the window and throws himself out.

In a recent interview on the set of his next film, William Healey, the director, spoke at some length about "Giving and Taking". "I think what first attracted me to the story was the sheer scale of the human sacrifice involved. First, you have old Kretschmar-Schuldorff defending his country, although he disagrees with the policies of the Nazi party. Then Baldwin and Roberts risk their own lives to spy for the Allies. And finally, of course, Kretschmar-Schuldorff making the ultimate sacrifice, for his wife and the man who had stolen her love."

PRESS RELEASE

14th September, 1986

Magnapix's Latest

Magnapix has today announced the release of their latest film, "Giving and Taking". A block-buster of a love story set in war-torn Europe. It's directed by William Healey and stars Jim Roberts, Philippa Baldwin and Karl Kretschmar-Schuldorff.

Based on the best-selling autobiography by Belinda Bellantyne, "Giving and Taking" tells the story of a young Englishwoman (played by Baldwin) who is married to a German (Kretschmar-Schuldorff). When war breaks out, he is drafted and eventually sent to the Russian Front.

World War 2 Heroism

During the years to come, Baldwin has more to cope with than three children, the Allied bombing, the neighbours' hostility and the authorities' suspicions. She also meets, and falls in love with, a Canadian intelligence officer masquerading as a Swiss cultural attaché (Roberts).

When Kretschmar-Schuldorff loses his legs to a partisan's grenade and is sent home, he begins to suspect that Baldwin is having an affair. But that is only half the truth - she is also actively engaged in helping Roberts with his espionage work.

Whilst under the influence of home-made schnapps, Kretschmar-Schuldorff confides his anguish over his wife's infidelity to a neighbour, who is, unfortunately, an informer (played by the great old character actor, Tim Baynes). Baynes discovers that Roberts is a spy, and informs on both him and Baldwin.

Self-Sacrifice

Confronted by the hurt and angry Kretschmar-Schuldorff, Baldwin and Roberts confess their anti-Nazi activities, just as the Gestapo arrive outside their apartment building to arrest them. Kretschmar-Schuldorff, in order to distract the Gestapo and give Baldwin, Roberts and the children time to escape across the roof, drags himself over to the window and throws himself out.

In a recent interview on the set of his next film, William Healey, the director, spoke at some length about "Giving and Taking". "I think what first attracted me to the story was the sheer scale of the human sacrifice involved. First, you have old Kretschmar-Schuldorff defending his country, although he disagrees with the policies of the Nazi party. Then Baldwin and Roberts risk their own lives to spy for the Allies. And finally, of course, Kretschmar-Schuldorff making the ultimate sacrifice, for his wife and the man who had stolen her love."

The bare facts.

At a brief glance, these two sheets are very different. The one on the right looks worthy of closer inspection — it appears to have interesting information to convey. Whereas you could be forgiven for conveying the one on the left to the rubbish bin.

Of course, they both say exactly the same thing. But it's the way they say it that makes the difference. And the "well-written" one was composed on the Apple™ DeskTop Writer System.

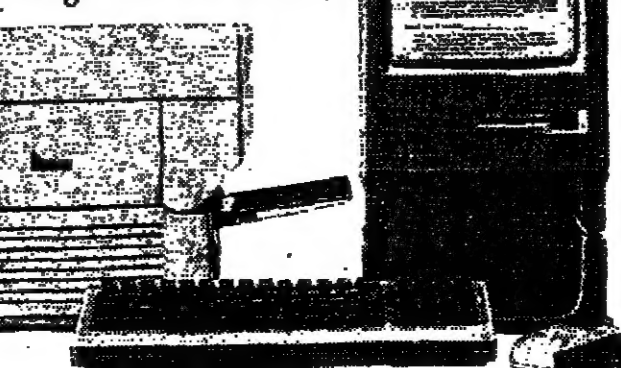
An integral part of that system is the software known as Microsoft Word™. This is what allows you to use various typefaces, in different styles and sizes.

It enables you to insert footnotes and headers in your document. It paginates the entire document by itself. And used in conjunction with other software, it permits the inclusion of graphs, illustrations and spreadsheets.

But those are just the technical facts. More importantly, it helps you

communicate your ideas in a clear and compelling fashion. Whether they be contained in a presentation, a brochure, a newsletter, or a humble memo. And if you use Apple's LaserWriter™ to print out your work, you'll have an artwork-quality piece.

You can buy the Writer System now at the special price of £2,995 — a saving of £470 off the list price. If you'd like to try it out first, a Test Drive is easily arranged. Or you can attend the AppleWorld exhibition. It takes place at the Business Design Centre in London.



All dressed up.

from October 29 to November 1. For more information, post the coupon, dial 100 and ask for FreePhone Apple, or contact your local Apple Dealer.

☐ Please send me more information about taking a Test Drive of the Apple DeskTop Writer System.

☐ I'm interested in attending the AppleWorld exhibition.

Name _____

Company _____

Address _____

Postcode _____

Telephone _____

Send to: Apple Computer UK Ltd., FREEPOST, Information Centre, Eastman Way, Hemel Hempstead, Herts. HP2 4BR



The power to succeed.

Apple, the Apple Logo, and LaserWriter are trademarks of Apple Computer Inc. Word is a trademark of Microsoft Corporation. Microsoft is a trademark of Microsoft Laboratory Inc., and is being used with the express permission of its owner.

INVESTORS NOW SAY 'YES' TO THIS!

15% NET
GUARANTEED ONE YEAR RETURN

BRAND NEW PRODUCT. FIRST PUBLIC OFFERING LIMITED TO £3 MILLION

Our Triple Bonus Bond advertisement has attracted £2 million. Now, with our brand new Security and Growth Bond, we bring you our best offer to date. Investors will have their money invested to secure a guaranteed 1 year return of 15% net on their account with a leading building society with an exciting new fund managed by a leading firm of stockbrokers.

This offer may close in days.

Do not miss out.

Call 0272 - 276954

for a Reservation Number.

Min. inv. £4,000. * At basic rate tax.

University Medical General Ltd.

FREEPOST Bristol BS1 5BR

NAME _____

ADDR _____

TEL _____

TAX RATE _____ AGE(S) _____

AMOUNT AVAILABLE £ _____

British
TELECOM

HOW DID THE LAST REPORTER ON THE SCENE MAKE THE FRONT PAGE FIRST?

When his editor put the newsdesk on LinkLine 0800, he edited out all sorts of problems. Like reporters having to dash into people's homes and ask if they could phone the editor long distance.

And having to reverse the charges when they found they didn't have any money on them. The list of petty aggravations was endless. And so was the time it was taking some stories to get to press.

LinkLine changed all that. With an 0800 number, a reporter can now phone straight through to the newsdesk for free, even if the call's from Dungeness to Dundee, so no need for petty cash for the phone.

And no need to go through the company's switchboard.

Any company with roving employees needs LinkLine. In fact, any company with customers needs it.

An 0800 number means the public can now choose between phoning your competitors for a fee or phoning you for free.

That's why so many companies are putting their faith and their money into LinkLine, and why British Telecom are, too.

Now, the ultimate test. Call us free on **0800 373 373** and we'll send you details of our new introductory offer and a **LinkLine** information pack.

LinkLine

CALL US FREE ON 0800 373 373 FOR MORE INFORMATION.

British
TELECOM

Guerrilla war worr

**Unifil gene
challenge
Israel to g
up buffer z**

**Jerusalem jets
near Syrian b**

[illegible]

Peres A-bombs

[illegible]

Atom-by-atom

The decision by the Pope is the first the Strand of London is subjected to when it comes by carbon dating. The Strand is a major London attraction that has been the scene of a number of historic events. The Strand is a major London attraction that has been the scene of a number of historic events. The Strand is a major London attraction that has been the scene of a number of historic events.

Guerrilla war worsens

Unifil general challenges Israel to give up buffer zone

From Robert Fisk, Tibnin, southern Lebanon

In an attempt to prevent the continuation of the guerrilla war that is threatening to overwhelm the United Nations peacekeeping force in southern Lebanon, the UN force commander yesterday issued a dramatic public challenge to the Israelis to withdraw from 45 square miles of their occupation zone in Lebanon and hand the territory over to the UN.

Major-General Gustav Hagglund, the Finnish UN commander, used the occasion of a medal parade for troops of the Irish Army's 59th Infantry Battalion to announce his extraordinary initiative, insisting that UN troops would be ready to move into the western sector of the Israeli occupation zone from the sea at Naqoura to the hill villages 10 miles inland.

UN officials made no secret of the general's intentions. "Things are bogged down and the guerrilla war is getting worse for everyone," one of them said. "We are trying to throw a rock in the pond."

The United Nations Interim Force in Lebanon (Unifil) came here eight years ago under a UN mandate to confirm the withdrawal of Israeli occupation troops after their 1978 invasion but, both before and after their second invasion in 1982, the Israelis refused to leave a buffer zone which runs six miles deep into Lebanon and which they refer to as their "security zone".

The Israelis have always refused to allow the UN to complete their mandate by moving down to the international frontier, claiming UN troops would not be able to prevent guerrilla infiltration.

This was the point General Hagglund took up yesterday. "International peace and security cannot be restored before Israel has withdrawn from occupied territory," he said.

"The Israelis say Unifil cannot do the job and that attacks against Israel and general violence would increase."

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

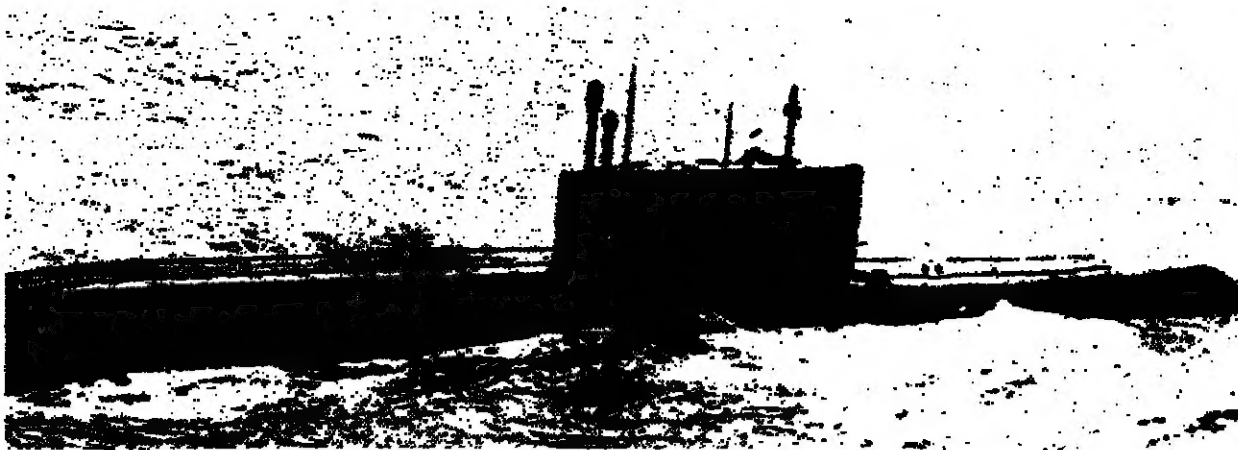
He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.

He referred yesterday to the killing of Lieutenant Angus Murphy, the Irish officer who was blown up by a mine in southern Lebanon in August, saying angrily that it was hard to accept his death as an ordinary sacrifice.



The stricken Soviet submarine, with a damaged area showing aft of the conning tower wallowing east of Bermuda before sinking yesterday.

Sub fire puts focus on naval build-up

From Christopher Walker, Moscow

The fire on board a Soviet nuclear submarine as it was patrolling the Atlantic some 940 miles east of New York and Washington last Friday focused Western attention dramatically on the relentless naval build-up being implemented by the Kremlin's military planners, with emphasis on the missile-carrying underwater fleet.

According to the US Government publication *Soviet Military Power*, the Soviet Union boasts the world's largest missile submarine force, with 62 modern vessels equipped between them with a total of 928 nuclear-tipped missiles. They form part of a navy which in numerical terms is now easily the largest in the world.

The importance given to the nuclear submarine fleet by Mr Mikhail Gorbachev and his senior defence advisers was emphasized last December when Admiral Sergei Gorshkov, the man who had master-minded the naval build-up was replaced by one of the pioneers of Soviet nuclear warfare, the forceful Admiral Vladimir Chernavin, then aged 57.

The new naval chief, according to well-placed Soviet sources, had been appointed

earlier as commander of one of the country's first nuclear vessels. He later became the first submarine commander to launch missiles from his vessel whilst it was submerged and earned a reputation as one of the pioneers of navigation under the polar ice.

In 1964, he was awarded the coveted Order of Lenin for his part as a staff officer in the submerged navigation of the world by a detachment of Soviet nuclear submarines.

"From the day his appointment was confirmed, it was clear that the development of the nuclear submarine force would remain the number one priority," a Western defence expert said.

The costly build-up of the navy, which in 1956 when Admiral Gorshkov first took

charge was little more than a coastal defence force, is thought to have been spurred by the Kremlin's humiliation during the Cuban missile crisis in 1962.

Commenting on the continuing naval growth in the 1970s and 1980s, one observer said: "What is remarkable is not so much its speed as its steadiness."

The appointment of Admiral Chernavin was seen as a signal in the West that even greater priority would be given to new underwater nuclear vessels.

Because of the obsessive secrecy surrounding details of the nuclear fleet, few accounts of its safety record have ever been made public here, which was why the Tass accident communiqué at the weekend

was unprecedented.

However, over the past 20 years there have been several reliable reports of accidents on Soviet nuclear-powered submarines. The worst was in August 1983, when US intelligence sources said that a submarine had sunk in the north Pacific with the loss of about 90 crew. The sources were unable to say whether or not it was carrying missiles.

Three years before that, the Japanese Maritime Safety Agency monitored ship-to-ship radio conversations indicating that nine crew had died in a fire on a Soviet Echo 1 class submarine off Japan.

In 1968 a Soviet Golf class nuclear submarine was reported to have exploded in the Pacific between Hawaii and Midway Island.

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

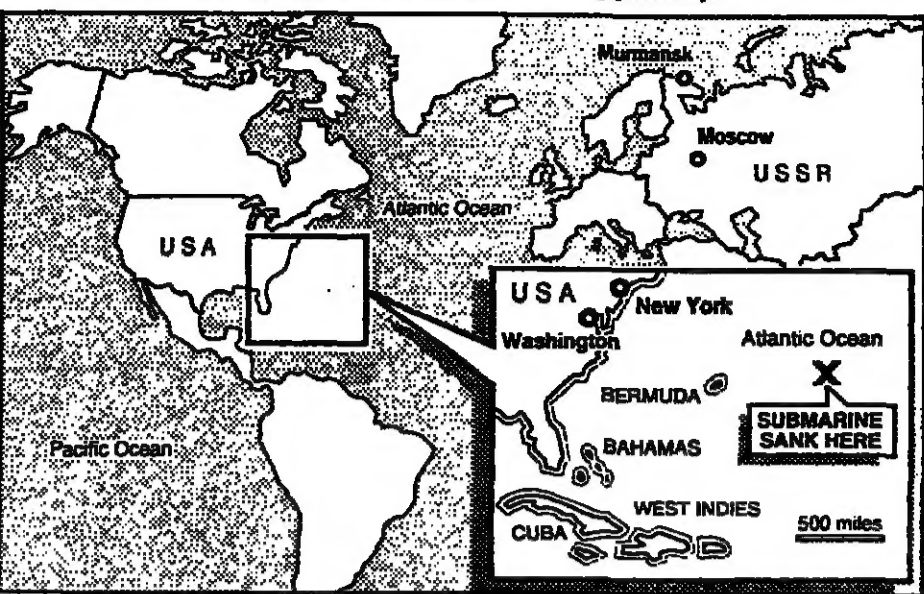
Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.



The stricken Soviet submarine, with a damaged area showing aft of the conning tower wallowing east of Bermuda before sinking yesterday.

earlier as commander of one of the country's first nuclear vessels. He later became the first submarine commander to launch missiles from his vessel whilst it was submerged and earned a reputation as one of the pioneers of navigation under the polar ice.

In 1964, he was awarded the coveted Order of Lenin for his part as a staff officer in the submerged navigation of the world by a detachment of Soviet nuclear submarines.

"From the day his appointment was confirmed, it was clear that the development of the nuclear submarine force would remain the number one priority," a Western defence expert said.

The costly build-up of the navy, which in 1956 when Admiral Gorshkov first took

charge was little more than a coastal defence force, is thought to have been spurred by the Kremlin's humiliation during the Cuban missile crisis in 1962.

Commenting on the continuing naval growth in the 1970s and 1980s, one observer said: "What is remarkable is not so much its speed as its steadiness."

The appointment of Admiral Chernavin was seen as a signal in the West that even greater priority would be given to new underwater nuclear vessels.

Because of the obsessive secrecy surrounding details of the nuclear fleet, few accounts of its safety record have ever been made public here, which was why the Tass accident communiqué at the weekend

was unprecedented.

However, over the past 20 years there have been several reliable reports of accidents on Soviet nuclear-powered submarines. The worst was in August 1983, when US intelligence sources said that a submarine had sunk in the north Pacific with the loss of about 90 crew. The sources were unable to say whether or not it was carrying missiles.

Three years before that, the Japanese Maritime Safety Agency monitored ship-to-ship radio conversations indicating that nine crew had died in a fire on a Soviet Echo 1 class submarine off Japan.

In 1968 a Soviet Golf class nuclear submarine was reported to have exploded in the Pacific between Hawaii and Midway Island.

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Another scene shows British journalists and cameramen being provocatively photographed by a KGB photog-

rapher, posing as a Soviet newsman, as they try to cover a demonstration called in Moscow against nuclear power after Chernobyl.

Strident criticism of most British press coverage of events in the Soviet Union is voiced by Kate Clark, the correspondent of the communist *Morning Star*. She is particularly scathing about the attention paid by other British journalists to the activities of Soviet dissidents.

But Peter Ruff, BBC radio correspondent, points out that since most Muscovites are restricted to the Kremlin view of world events it is inevitable that most will repeat only the party line as laid down by Tass or Pravda.

The most ironic comment comes from Patrick Cockburn of the *Financial Times*, who told his BBC interviewer confidently: "At least one knows that the worst that can happen to one as a journalist is to be expelled."

Spanish premier admits disarray

From Richard Wigg, Madrid

Senior Felipe Gonzalez, Prime Minister of Spain and the Socialist leader, has admitted for the first time to signs of deterioration in his own party now coming up to its fifth year in power.

Senior Gonzalez said he is worried about "oligarchical tendencies" among ruling Socialists, intolerance towards those who dissent, an abusive identification of party matters with interests of State, and a growing distance from society.

Having won a second four-year term in the June general elections, the party of Senior Gonzalez is now troubled by growing divisions and serious policy differences, particularly over economic problems, a sensitive matter for a Socialist government.

The Prime Minister is striving to maintain an arbiter's role in the dispute between Senior Alfonso Guerra, the deputy premier, seconded by Senior Nicolas Redondo, the influential Socialist trade union leader, and Senior Miguel Boyer, the former Economics "superminister", who has been manifesting renewed political ambitions in recent weeks.

One reason why the Socialists are allowing themselves the luxury of disputes is the worsening disarray within the Opposition, dependent of ever winning power again since the election.

Senior Gonzalez, speaking at a "Socialism of the 1990s" debate, said: "There are signs these problems are occurring within the party and you know it."

Spain's 160,000-member Socialist party, with about 60,000 of them now in public office, is feeling troubled on two fronts.

Adaptation to realities for those not in office has brought the anguish of the "Nato referendum, now perceived to have long-term consequences, and the Government's economic policies, felt by many as having meant too high costs for the working class."

The second problem is the leaders' keen sense of the need to give the party some fresh ideological clothing for the 1990s.

This would answer those internal, more left-wing critics who go on about the naked pragmatism of colleagues in office.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

The former Economics Minister resigned in July 1985 after losing a power struggle with Senior Guerra, retreating to the chairmanship of a semi-official bank.

Senior Gonzalez' appeal for tolerance amounted to putting down Senior Guerra, who has acquired greater control over the administration and is seeking to control the ideological debate as well.

The Prime Minister's formula for his party's conquest of power has always been to occupy part of the centre of the political spectrum. In economic terms this means backing and, if need be, protecting those like Senior Boyer.

Macao man admits murders

Macao (Reuters) - A Macao man has admitted killing a family of nine and their servant and dumping their dismembered limbs on a beach in the Portuguese-administered territory, court officials said yesterday.

They said that the man, who was not named, admitted that he poisoned restaurant owner Mr. Cheng Lam and four adults in the family before strangling Cheng's five children.

Limbs were later found on a popular tourist beach.

11 killed in floods

Manila - Heavy rains flooded wide areas of Manila and surrounding provinces, leaving 11 people dead and at least six missing, and causing the evacuation of about 60,000 people.

Madrid: Four people are feared dead after floods in the east coast regions of Valencia and Murcia, including a 20-month-old boy torn from his father's arms as his parents abandoned their car.

Fiancée strangled

Zurich (Reuters) - A Zurich court jailed a 34-year-old man for 2½ years for strangling his fiancée at her own insistence after the couple had bungled several suicide attempts.

The 34-year-old woman pleaded with him to strangle her, which he did before jumping out of a second-floor window in a final suicide attempt.

Trial delay

Dubai (Reuters) - The trial of two Britons, Mr Mark Spalding, aged 19, of Jarrow, and Mr Michael Brown, aged 22, of Sutton Coldfield, who are accused of murdering an Indian security guard here, has been adjourned until October 13.

Minister fit

Bonn - Herr Hans-Dietrich Genscher, the West German Foreign Minister, has left hospital five days after fainting in the Bundestag.

Oxygen blast

Bangkok (AP) - Three people, including a nurse, died when an oxygen tank exploded at a hospital in the Boral district of Trat province in eastern Thailand.

Mzali move

B



Introducing free driving lessons for the Under-Sixteens.

Most children dream of growing up and driving their own cars.

Tragically, many of them never get the chance.

Every year in Britain, more than 43,000 children are killed or seriously injured in road accidents.

Those who survive to win their licences go out on the roads as virtual innocents. Equipped in most cases with little more than basic knowledge.

Statistically, they become "Adults." And thousands more of them are slaughtered, maimed and, more often than not, scarred for life.

Year after year after year.

It's an unacceptable situation. And we're not prepared to live with it.

So, with the blessings and co-operation of the Department of Transport, we plan to put accidents well and truly in their place. On the T.V. screen, not on the road.

With "Interactive" Video. A computer-based breakthrough which gives children the chance to make their own mistakes. And to learn by them. In total safety.

Confronted with filmed, "real-life" situations, they'll make decisions and react. They'll experience, firsthand, all the problems of the road.

And they'll see the consequences of their actions. Right there on the screen.

They'll gain invaluable experience. And one day, hopefully, it may save them their lives.

The machines are being presented to local Road

Safety Officers for use in schools around the country.

The project's under way—but we're not stopping there. General Accident's commitment to Road Safety exceeds £2 million. This year alone.

On top of the Videos, that pays for major Research into the Psychology of Driver Behaviour, covers the cost of "Roadsafe Family of the Year"—our new, national Competition, and enables the D.O.T. to broaden the scope of its Advertising programme, too.

Next year, we plan to do even more. And the year after. And the year after that.

For Road Safety. For Life.

For Today. For Tomorrow. And for generations to come.

General Accident

A radical new motoring policy. For road safety. For life.

A JOINT INITIATIVE BY THE DEPARTMENT OF TRANSPORT AND GENERAL ACCIDENT IN THE INTERESTS OF ROAD SAFETY.

Italy pushed
early po
coalition d

Anger at 'Buy America'

Europe-US
trade threats

From Richard ...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

...

Italy pushed toward an early poll by deep coalition disagreement

From Peter Nichols, Rome

Fears are growing that Italy may be forced into early elections by deep disagreements among the coalition parties which are tarnishing the country's newly acquired reputation for stability.

Signor Bettino Craxi, the Prime Minister, is himself helping to stir the murky waters. He has twice in the past few days infuriated the Christian Democrats, his principal allies in the five-party coalition, in articles he wrote under a pseudonym for *Avanti!*, the official newspaper of his Socialist Party.

In the first he sought to play down the significance of a promise he was supposed to have made when he formed his present Government, to hand over the prime ministership to a Christian Democrat in the spring.

This alleged agreement was taken to have been the price he paid for convincing the Christian Democrats to maintain their support for him, which was essential to enable him to form his second government.

The other point aggravating the Christian Democrats is his insistence in his second article that the secret vote in Parliament — which is the rule here — was responsible for a



Signor Craxi: making light of an alleged promise.

great part of his difficulties in governing the country. Certainly, he has been technically defeated in Parliament many times when supposed supporters, usually Christian Democrats, exploited the cover of secrecy to vote against government measures.

They were quick to retort that, as far as the pact to hand over the Prime Minister's office to them was concerned, he must go in March. On Saturday, Signor Craxi called in Signor Arnaldo Forlani, the Christian Democrat Deputy Prime Minister, to discuss the increasing problems between the two parties.

The Christian Democrats face the frustrating problem of He would then lead the country and of course his own party into elections instead of handing over office to the Christian Democrats. If this hypothesis is correct the country can expect a troubled period of political infighting.

The atmosphere of ill-feeling among the coalition partners has been exacerbated by allegations that the Government had negotiated the release of the hijackers of the Achille Lauro cruise ship, a year ago, even though it was known that Leon Klinghoffer, an American passenger, had been murdered by them.

Pope gets tumultuous reception from young

From Diana Geddes, Lyons

An ecstatic crowd of 60,000 young people roared, waved and stamped their approval of the Pope in the Gerland football stadium in Lyons.

It was an extraordinary experience to hear teenagers and people in their early twenties greeting with tumultuous applause the Pope's familiar homilies on the evil of abortion, the importance of celibacy in the priesthood, the necessity of regular church attendance, chastity before marriage and the sanctity of the home.

Were these really the same young people who had expressed deep doubts about the relevance of the Church to their lives and to the modern world in answer to a questionnaire organized by the Catholic Church for the Pope's visit? "I don't want a ready-made church or a church which dominates the world like a sky-scraper. I want a church which we can build together," they wrote.

"Holy Father, speak to us of the Church which you find in books, full of great thoughts, but rather of a Church which will help us to live our everyday lives. Why is it that we so often understand so little of what the Church says?" "Holy Father, what would you do if you were us? Please, don't tell us what we mustn't do, but rather give us reasons for living. Is the future really wide open before us?"

"And you, Holy Father, do you sometimes have doubts?" Their questions on the future of the Church and the world were asked before the Pope on Sunday night by 1,000 young people in a spectacular moving mosaic of human forms on the green pitch inside the stadium to a background of heavy rhythmic music and moving lights.

Three times the Pope replied. "The Church is not a club of



The Pope kissing a young girl at Ars, near Lyons, yesterday during his visit to France. He prayed before relics of Saint Jean-Marie Vianney, the patron saint of parish priests.

so-called perfect men and women, but a gathering of reconciled sinners, moving toward Christ, with all those human weaknesses...

"Participate in it simply, actively, with respect for others, bring to it your music, but harmonize it with the concert of your brothers and sisters who are different from you... France was the eldest daughter of the Church... we still expect a lot from you, the young people of France."

An attentive silence descended as the Pope spoke and thousands of little flames from cigarette lighters pricked the darkness on the stands, dominated by a giant neon cross.

The Pope, who had arrived at 6.15pm, was scheduled to leave the stadium in time for a meeting at 8pm with priests and nuns at the Basilica of La Fourviere on the other side of the town. But the young people would not let him go and it was nearly 9pm before he disappeared, clearly delighted by his reception.

ARS: The Pope arrived here yesterday for a day of prayer and meditation centred on the traditional role of the parish priest in the French Roman Catholic Church (Reuters reports).

The Central Bank last week was forced to intervene in a run on the kroner, selling almost a billion dollars to support it against rumours of devaluation. The new Government of Mrs Gro Harlem Brundtland devalued by about 12 per cent almost immediately it took office in May after the collapse of a centre-right coalition.

Oslo sets record £24 billion budget

From Tony Samstag, Oslo

Norway's minority Labour Government yesterday disappointed political opponents and currency speculators when it unveiled a record 263.6 billion kroner (£24 billion) budget for 1987 containing few of the draconian measures that had been rumoured.

The package contained a predictable range of price increases on goods and services from alcohol to postage and electricity, a complex series of tax reforms aimed at high wage earners and an exhortation to cut runaway consumer spending.

Mr Gunnar Berge, the Finance Minister, said last year's collapse in oil prices from \$30 to \$14 a barrel had turned Norway's 25.6 billion kroner balance of payments surplus in 1985 to a deficit that would exceed 43 billion kroner next year.

The Central Bank last week was forced to intervene in a run on the kroner, selling almost a billion dollars to support it against rumours of devaluation. The new Government of Mrs Gro Harlem Brundtland devalued by about 12 per cent almost immediately it took office in May after the collapse of a centre-right coalition.

Anger at 'Buy American' Bill

Europe-US trade truce threatened

From Richard Owen, Brussels

The fragile truce in the trade war between Europe and the United States received a jolt yesterday when the EEC threatened to retaliate against a planned "Buy American" policy by the Pentagon.

The spokesman for the EEC Commission said that if the "Buy American" Bill now going through Congress became law, the Twelve would hit back by suspending some provisions of Gatt (General Agreement on Tariffs and Trade) and cutting down on European government purchases from the United States.

In July the EEC and the United States averted an all-out transatlantic trade war by reaching interim agreement on agricultural quotas following Spanish and Portuguese entry into the EEC, which Washington claimed had hit its exports to Europe.

This was followed by an agreement on steel quotas, and the new-found transatlantic amity was cemented at the recent opening of the new Gatt round in Uruguay.

The Bill, which has caused renewed concern in Brussels, passed its first hurdle in the American House of Representatives in August, but EEC officials had been hoping it would stop there.

Proposed by Congressman James Traficant, a Democrat from Ohio, the Bill is designed to give American defence industry firms a competitive edge and reduce America's huge import bill.

It requires the Pentagon to award contracts to American firms, provided at least 50 per cent of their products are manufactured within the United States and provided their bids are no more than 5 per cent higher than foreign bids.

Officials said purchases of military hardware provided for under Nato standardization policies were not at risk but European firms would lose valuable contracts for the supply of clothing, electronics, foodstuffs and other goods to the American military.

A second measure, proposed by Congressman Leon Panetta, a Democrat from California, specifically obliges the Pentagon to prefer American to foreign food imports, and a third proposal in the Senate obliges the Pentagon to buy only American ball and roller bearings.

EEC officials said the Commission regarded these measures as flagrantly protectionist and had written to the State Department in Washington to warn it of the consequences.

Kohl's party prepares for display of serenity

From John England, Bonn

Chancellor Kohl of West Germany and his Christian Democratic Union (CDU) gathered in Mainz yesterday to prepare for a pre-election conference that will be most notable for its serenity.

Mainz is famous for its annual Carnival of fun and bonhomie.

But there will be none of either in the Rheingoldhalle congress centre, where nearly 800 CDU delegates will meet today and tomorrow, even though the party's slogan for the federal election on January 25 can be translated as "Carry on Germany".

The delegates will be on their best behaviour to present a picture of sobriety, earnestness and unity befitting a party born to rule again. The first two virtues fit easily around its shoulders, and the latter is not in serious question at present.

While there are some undercurrents of dissatisfaction with Herr Kohl's leadership, or alleged lack of it, there are no obvious ripples on the pool of party tranquillity.

Cheered by recent opinion polls and a further drop in unemployment figures in

September, it scents another election victory.

One poll last week gave the CDU and its coalition partners, the Christian Social Union (CSU) of Herr Franz Josef Strauss, and the Free Democratic Party (FDP) of Herr Martin Bangemann, a combined vote of 53 per cent.

Herr Strauss, however, has irritated the CDU by announcing that his party will enter the campaign with a separate programme.

The CDU sees the move as a tactical ploy by Herr Strauss, who, as Bavarian Prime Minister, faces a state election on Sunday, to improve his "profile" and take yet another sideswipe at Herr Hans-Dietrich Genscher, the federal Foreign Minister and FDP member, whose post he is said to covet.

Local council elections in Lower Saxony on Sunday brought losses for the CDU and FDP, and gains for the Social Democrats and the Greens.

The CDU dropped 4.2 per cent of the total vote to lose its absolute majority, but with 46 per cent it remains the strongest party.

MPs plan Timor trip

By Nicholas Beeston

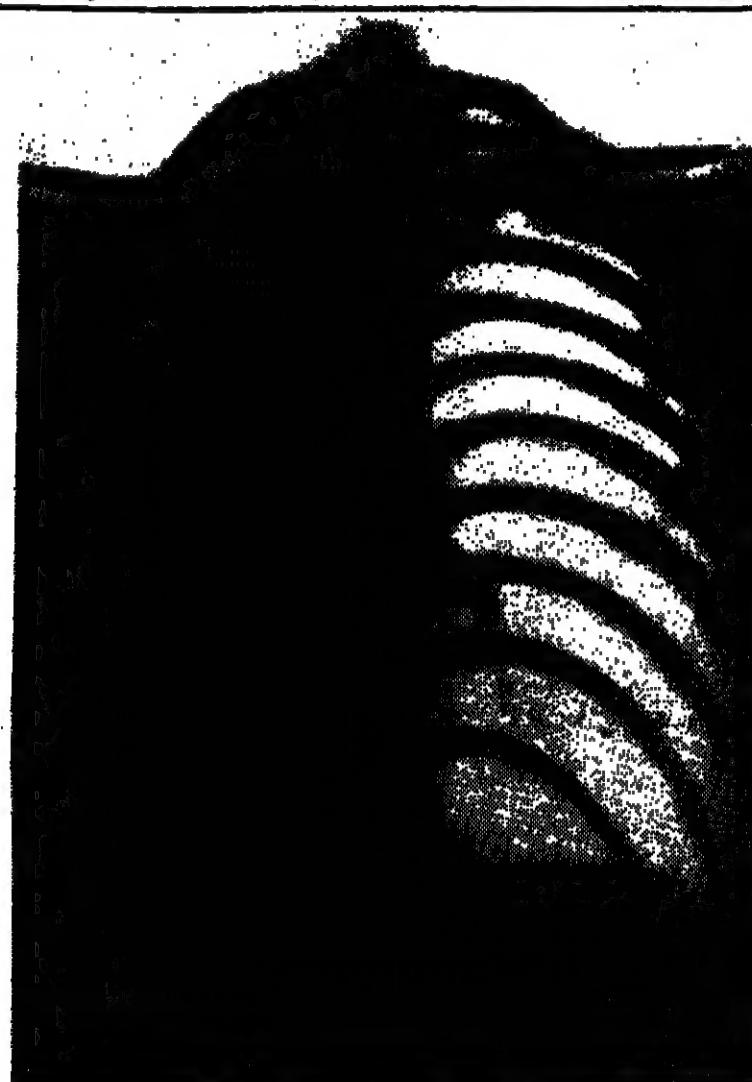
British and Australian MPs yesterday applied to the Indonesian Government for permission to visit the troubled territory of East Timor, after allegations of human rights violations by Amnesty International.

Lord Avebury, the chairman of the British Parliamentary Human Rights Group, and another British parliamentarian, yet to be named, are hoping to visit the island in January before elections due there in July. A previous application

made by the group was rejected by the Indonesian authorities in 1982.

Lord Avebury said yesterday: "We want to see for ourselves what the conditions of the people today and make our own inquiries about the violation of their human rights, including the right of self-determination."

East Timor was occupied by Indonesia in 1975 after the territory's inhabitants declared independence from Portugal. A guerrilla war against the occupation has continued ever since.



1913: GE INVENTS THE HOT CATHODE, HIGH VACUUM X-RAY TUBE



1986: GE LEADS THE DEVELOPMENT OF MAGNETIC RESONANCE IMAGING

A new ray of hope from the people who pioneered X-rays.

Before the cure must come the diagnosis.

Nothing has contributed more to quickly identifying medical conditions than X-rays.

Much of the early credit for its success goes to William Coolidge of GE (USA). He helped the infant science take its first important steps towards becoming an accepted technique early this century. It's a lead we've never relinquished.

Recently, GE* has developed an outstanding new system for imaging that uses incredibly powerful magnets and radio waves. We've called it the Signa Magnetic Resonance System. And it will become the standard for the eighties and beyond because Signa offers unprecedented picture quality in noticeably less time.

Just imagine, a machine that uses non-invasive waves and cuts diagnostic investigation times for patients.

Wherever will GE, one of the world's Great Enterprises, think of next?

If you would like to know more about GE, write to Fiona Fyffe, Shortlands, Hammersmith, London W6 8BX.



USA

*Trademark of General Electric Company, USA, not connected with The General Electric Company PLC of England

AEROSPACE AIRCRAFT ENGINES CAD/CAM/CAE PRODUCTS CAPACITORS ENGINEERING SERVICES FACTORY AUTOMATION SYSTEMS GAS AND STEAM TURBINES GLASS AND METALLURGICAL PRODUCTS INDUSTRIAL DRIVE SYSTEMS INDUSTRIAL MOTORS INFORMATION SERVICES LIGHTING PRODUCTS MEDICAL SYSTEMS PLASTICS AND SILICONES POWER DELIVERY EQUIPMENT RECHARGEABLE BATTERIES SEMICONDUCTORS SPECIALTY MATERIALS TUNGSTEN CARBIDE TOOLING

West unhappy about medical plans

Red Cross urged to win access to Afghanistan's prisoners

From Michael Hamlyn, Delhi

The International Red Cross is negotiating with the regime in Kabul to open a series of medical facilities to treat victims of the struggle between the armed forces of Afghanistan and the Mujahidin guerrillas.

But the plans are being criticized by those Western diplomats whose reports on the Afghan situation are often made public here. They complain that the Red Cross is offering the medical facilities without gaining anything in return, in particular without gaining access to prisoners held in Afghan jails.

Officials of the International Committee of the Red Cross (ICRC) are conducting negotiations over medical facilities through the local Red Crescent Society and/or access to prisoners with the Afghanistan Foreign Ministry.

Red Cross officials are known to be anxious to treat Afghan wounded on purely humanitarian grounds.

"They do not link because the aim is to assist the maximum number of victims of the situation. People will say they should put emphasis on the people detained, but if they can do something as soon as possible for the wounded, then they should do it," explained a supporter of the ICRC point of view.

The Red Cross has proposed to help Afghans on the

Government side in a similar way to that in which they help the victims across the border in Pakistan.

They have proposed to set up a workshop to help amputees, to establish physiotherapy clinics, and to introduce surgical teams to treat the wounded. The first team would be in Kabul, the capital, but the ICRC is ready, if allowed, to establish up to four other teams in other centres of population.

The surgical teams would treat anyone brought to them, including Afghan soldiers and civilians injured in any crossfire. They would also treat any Soviet soldiers or Mujahidin fighters, but it seems unlikely that they

would be allowed the opportunity.

Medical facilities for treating the Afghan wounded are primitive and overcrowded and equipment given by communist countries has a history of not working well.

The presence of Red Cross teams in the country would undoubtedly be a morale boost to the regime fighters, who would have a better chance of surviving wounds. There have been several reports of the unwillingness of Afghan forces to go into battle.

A Red Cross delegate spent most of the last month in the Afghan capital refining the ICRC proposals, and an answer is awaited.

Government side in a similar way to that in which they help the victims across the border in Pakistan.

They have proposed to set up a workshop to help amputees, to establish physiotherapy clinics, and to introduce surgical teams to treat the wounded. The first team would be in Kabul, the capital, but the ICRC is ready, if allowed, to establish up to four other teams in other centres of population.

The surgical teams would treat anyone brought to them, including Afghan soldiers and civilians injured in any crossfire. They would also treat any Soviet soldiers or Mujahidin fighters, but it seems unlikely that they

A new export from Japan

Plan to move out old people

From David Watts Tokyo

Japan may soon be offering the world a new export - its retired pensioners. If a scheme being promoted by the Ministry of International Trade and Industry goes forward, retired Japanese could be settling abroad in the 1990s.

The Ministry has high hopes for the scheme, emphasizing that more and more Japanese are travelling abroad and 66 percent of executives and their families who live abroad would like to return to the more gracious living they enjoy there.

The idea, first mooted by a former Ambassador to Spain, has already got a favourable response from many countries and companies. But while Japanese retiring abroad

would take with them relatively high pensions to spend in less wealthy countries, with probably several years of active life ahead of them, the notion of retired people living abroad is motivated by the fact that in 25 years Japan will have the world's fastest-aging population.

At present there are 12.79 million (about 10.5 per cent) of the population over 65 and ultimately there will be only four "productive" adults for every elderly person.

Having some of the elderly move abroad would clearly ease the burden on Japan's inverted population pyramid but the idea of encouraging them to go, so they would no longer be a burden on the welfare system, has already brought criticism.

The project, nicknamed "Silver Columbia" to convey the potential explorers' sense of adventure, envisages retirement communities not populated entirely by Japanese. The Ministry aims to inaugurate the first retirement village by 1992.

But much will depend on detailed studies beginning next year with visits to some countries of southern Europe, Australia, New Zealand, Argentina and the United States, all of which have shown interest in the idea. Many Japanese would like to spend their last days in China, too, the Ministry believes.

Most retired people would go armed with superannuation payments averaging yen 21 million (\$21,000) and monthly pensions.

DeLorean trial jury is selected

From Paul Valley New York

The jury was selected in Detroit yesterday in the trial of Mr John DeLorean on 15 charges of racketeering, tax evasion and fraud connected with the financing of his car factory in Northern Ireland.

The prosecution alleges that Mr DeLorean took almost \$9 million (£6 million) raised from European and American investors for research and design on his gull-winged sports car and spent it on other business ventures.

Mr DeLorean is being defended by the lawyer who successfully defended him against charges of cocaine-dealing in California in 1984.



Cattle waiting to be rescued from the roof of a house in Scott, Kansas, where they had swum after being released when floodwaters threatened the barn in which they were housed.

Ershad bans poll demonstrations

From Ahmed Fazi Dhaka

President Ershad of Bangladesh yesterday banned public rallies and demonstrations opposing the October 15 election as leading political parties prepared to mount a country-wide campaign for a boycott of the polls.

President Ershad, aged 56, who is attempting to become the country's third directly-elected president in seven years, warned newspapers against publishing anti-poll reports. Violation of the ban is punishable by seven years in jail under a new martial law regulation.

The ban to curb dissent came amid a threat by the opposition, which is calling the election a "farce", to organize a general strike on voting day. Rallies have also been planned for October 13.

Last Sunday Sheikh Hasina Wazed, chief of the Awami League-led eight-party Alliance, said she was prepared to meet "violence with violence" if she was pushed to a corner.

The Alliance, which controls about 100 seats in the 330-member Parliament, planned to move an impeachment motion against the military ruler when the House reconvenes.

With leading political parties outside the race, President Ershad, who is assured of a victory, said yesterday that he would end martial law after

the Parliament approved his four-and-a-half-year-old military rule.

The President asked his supporters to ignore the opposition boycott and vote on October 15.

● Paper reappears: The Bangladesh Observer, a leading English language daily newspaper, closed since June by a dispute between management and workers that sparked a nationwide strike, reappeared yesterday (Reuters reports). Six other newspapers which stopped publication during the walkout by more than 5,000 journalists and print workers were still not on the streets even though the strike ended last Saturday.

Philippines battles its political warlords

From Keith Delson Manila

Some 262 armed groups, including private armies and criminal gangs, operate throughout the Philippines, a police officer said yesterday.

"Half a dozen" private armies of local political warlords continue to operate in rebel-infested areas of the country, most of them unofficially established and armed by the ousted Marcos regime as auxiliary anti-communist fighters, Major-General Renato de Villa, the Philippines Constabulary chief, said.

He told a press conference here that the estimated 9,200 gang members and private soldiers have a total arsenal of 11,300 firearms. Some 8,400 weapons have been seized in military raids ordered since President Aquino took power in February.

Communist urban guerrillas in Manila have killed seven policemen in arms gathering operations. Four armed clashes have occurred so far this year, he added.

● Presidential living: Three guesthouses and a beach resort owned by former President Marcos have been opened to the public and Filipinos can "now experience the thrill of living in a presidential guesthouse" even just for a while, the Deputy Tourism Minister, Mrs Marzelina Lim, said (Reuters reports).

For \$10 (£7) curious Filipinos can sleep in the holiday bed of Mr Marcos, while for a dollar they can swim for an hour in his Olympic-size swimming pool.

● DAVAO: Five armed men surrendered here yesterday after holding 27 members of four wealthy Filipino-Chinese families hostage for 10 hours. (AFP reports).

Peasants not for socialism

Sandinistas scrap farming blueprint

From Alan Tomlinson, Managua

Political pressures, economic woes and cultural resistance to change have forced the Sandinista Government to tear up its revolutionary blueprint for transforming the Nicaraguan countryside.

The Government has abandoned its drive to press a backward peasantry into giving up wasteful and unproductive individual forms of agriculture in favour of co-operative farming.

State farms and production co-operatives have been the cornerstone of Sandinista strategy to socialize agriculture and, at the same time, to politicize the rural masses.

Honouring a pledge to hand over the land to those who work it as a fundamental means of redistributing wealth, the Government has parcelled out more than four million acres of cultivated land to formerly landless peasants.

However, an agreement to organize themselves into co-operatives where members pool their land, work, produce and profits and share technical and financial help from the state, has been virtually a condition for receiving titles to land confiscated or purchased from big landowners.

Over the past year and a half, all this has gradually given way to a new priority: securing the political loyalty of the country folk. This has meant giving them land with no strings attached.

Previously, two-thirds of land acquired by the state was turned into state farms and co-operatives; more recently, as much as 95 per cent has been distributed to individuals.

One of the most powerful reasons for the change has been that US-backed Contra rebels have persuaded peasants that under socialism they do not really own the land.

The Sandinistas have had to counter this sort of propaganda by actions rather than words. With the war likely to be prolonged following the approval of more US aid to the Contras, Managua can ill afford to allow the rebels to build a social base on native peasant scepticism.

Government opponents believe that the rural resistance to co-operative farming goes much deeper than mere politics: they say the Sandinistas have tried to impose something alien to the peasants' very nature.

"Our people are individualistic," said Señor Roldán Díaz, a prominent private businessman. "Each one likes to be his own boss and doesn't like to work with other people."

At the July 19 Co-operative near Matagalpa, the farm co-ordinator, Señor Denis Rivas, seemed to confirm this analysis when he explained why he and his partners had decided to dissolve their co-operative.

"Quite simply, we weren't working well together. By remodelling the co-operative into individual plots, each man works the way he wants and plants what he thinks best."

It is a fact of life the Sandinistas have apparently come to accept. Despite the rational arguments for pooling scarce material and financial resources through co-operatives, farm production has steadily fallen.

The Government puts most of the blame on the war for the resulting food shortages, yet admits that the working day has eroded to an average of only four hours in some rural areas.

"What we have seen is that we cannot impose co-operatives," said Señor Daniel Núñez, president of the Farmers' and Cattlemen's Union, which has staunchly supported the Sandinista rural programme.

Nevertheless, the Government's belated change of course does not signify the total abandonment of its plans to socialize the countryside.

The Sandinistas are pressing ahead with model co-operatives in some of the country's most fertile valleys and hoping to win people over by example.

"For underdeveloped countries like ours, the co-operative is obviously the solution, to rationalize material resources and state support services," said Señor Alonso Porras, Vice-Minister for Agrarian Reform.

"However, not all the peasants are convinced of this. But as they see co-operatives mechanize production and get a higher standard of living, they will want to be organized."

Rhino poachers killed

From A Correspondent, Harare

The carnage of poachers and black rhinoceroses continues in Zimbabwe's northern Zambezi valley, where Zambian-based gangs are threatening to wipe out Africa's last viable wild population of the species.

Police reported that two poachers died in a gun battle with game rangers and security forces last week, bringing to four the number killed in September. The men were carrying the horns of 10 rhinoceroses, each one worth up to £10,000 on black markets in the East.

They were equipped with communist-manufactured Kalashnikov AK 47 assault rifles, an indication of the sophistication as well as the ruthlessness with which the poaching war is being waged.

Conservationists have been alarmed by an upsurge in poaching in recent months, which could lead to the total extinction of Zimbabwe's 2,000 Zambezi valley rhinoceroses within four years at the present loss rate.

In one 30-day period in July and August, 21 carcasses were found downstream from the Kariba hydro-electric dam, with many others feared to have gone undiscovered.

Zimbabwe has more than a quarter of Africa's surviving 8,000 black rhinoceroses.

Just £500 nets you a big 8%.

If you leave your money in an Abbey National Higher Interest Account for a year, that 8% grows to 8.16%. This is the net compounded annual rate when your half-yearly interest remains invested.

Or you can take your interest as a monthly income.

We'll happily pay it into any one of several Abbey National accounts or your bank account.

INSTANT ACCESS

Should you need your money instantly, it's yours, subject to 90 days' loss of interest. Alternatively, give us 90 days' notice or leave a balance of £10,000 or more after withdrawal and you'll enjoy instant access without losing a penny.

There's no limit to how much you invest. And getting Abbey National's Higher Interest couldn't be easier.

We've even provided a larger than average coupon for you to fill in.

To: Dept. HIY, Abbey National Building Society, FREEPOST, 201 Grafton Gate East, MILTON KEYNES MK9 1DA.

I/We enclose a cheque for £_____ to be invested in a Higher Interest Account at my/our local branch in _____.

Please send me full details and an application card. I/We understand the rate may vary.

I/We would like: A. the interest added to the account half-yearly ☐ B. to take advantage of the monthly income facility ☐

Full name(s) Mr/Mrs/Miss _____

Address _____

Postcode _____ Telephone _____

Signature(s) _____ Date _____

ABBEE NATIONAL HIGHER INTEREST ACCOUNT

ABBEE NATIONAL BUILDING SOCIETY, ABBEE HOUSE, BAKER STREET, LONDON NW1 6XL

ALL YOU HAVE TO DO TO FIND OUT ABOUT BRITISH GAS SHARES IS FILL IN A COUPON.

*If you see
Sis
tell him*

Please send me, without obligation, information about the British Gas share offer (PLEASE COMPLETE IN BLOCK CAPITALS)

(Tick) MR ☐ MRS ☐ MS ☐ or TITLE (Specify) _____

FORENAME(S) _____

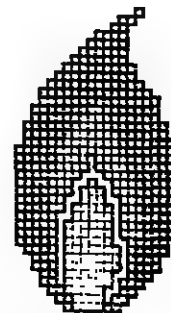
SURNAME _____

ADDRESS (in full) _____

POSTCODE _____

Are you a British Gas customer? ☐ YES ☐ NO
(Tick) YES NO

When complete send to:
British Gas Share Information Office,
P.O. Box 1, Bristol BS99 1BG.



British Gas
— SHARE —
INFORMATION
OFFICE

Everyone can apply for a share of the shares.

ISSUED BY N M ROTHSCHILD & SONS LIMITED ON BEHALF OF H M GOVERNMENT.

Kremlin negotiator in Peking for ninth bid to heal Sino-Soviet rift

From Robert Grievs, Peking

Mr Igor Rogachov, the Soviet deputy Foreign Minister, has arrived in Peking for the ninth round of normalization talks between Moscow and Peking.

The talks, begun four years ago, aim to heal the diplomatic and ideological rifts between the two communist superpowers that date back to the early 1960s.

The negotiations to date have proved unsuccessful. The last round was in Moscow in April.

The new round coincides with the visit to China of Mr Caspar Weinberger, the US Defence Secretary from October 7 to 11, and as Mr Mikhail Gorbachov, the Soviet leader, meets President Reagan in Reykjavik, Iceland, on October 11 and 12.

Mr Rogachov, aged 54, reportedly a close associate of

Mr Gorbachov, speaks fluent Chinese and is the former head of the Soviet Far East Institute. He will meet Mr Qian Qichen, the Chinese deputy Foreign Minister.

When he arrived at Peking airport, Mr Rogachov said that the talks would centre on proposals made by Mr Gorbachov in a speech at Vladivostok in July and on preparations for the Sino-Soviet border talks beginning next year.

He said Soviet relations with China were "getting better year by year".

In his speech Mr Gorbachov offered to withdraw most of the 60,000 Soviet troops in Mongolia, some troops from Afghanistan, and a "substantial number" of troops from the 4,500-mile border.

Chinese officials have re-

iterated that they cannot re-establish normal relations with Moscow until it removes all its troops from Afghanistan and the Siberian-Manchurian border, and withdraws support from the Vietnamese occupation of Cambodia.

Last week, two officials of the Chinese Communist Party Central Committee liaison department said that party-to-party relations could not be restored until the Soviet Union had removed the three main obstacles to normal diplomatic relations.

China is seeking to establish party-to-party ties with Poland, East Germany and other Warsaw Pact countries, reportedly with Moscow's tacit approval.

Mr Rogachov said that he was not certain whether the issue of Cambodia would come up at the talks.



Mrs Nancy Reagan, with the pianist Vladimir Horowitz, making light of her fall from the podium at a White House concert as President Reagan joked about the incident.

Peace issue could prove prickly for nation's double act

In the second article in his two-part series, Ian Murray examines the forthcoming handover of power from Mr Shimon Peres to Mr Yitzhak Shamir.

One evening last week an angry crowd in Ashkelon booed and jeered Mr Shimon Peres as he tried to make himself heard. They were angry that he was naming a square after the Arab king, Muhammad V of Morocco, the day after a Jew had been stabbed to death by an Arab in Gaza.

"Peace was built on love of the land, and not on hatred of the Arabs," the Prime Minister shouted back. "Peace will not be murdered."

Peace has nevertheless proved elusive despite the determined search for it by Mr Peres during the two years he has been at the head of the national unity Government. It threatens to be at least as elusive under the hardline Mr Yitzhak Shamir when he succeeds Mr Peres this week. It remains the one issue capable of bringing the unity Government down.

In its first two years the Government has two major achievements to its credit. It has brought down to a respectable 20 per cent an inflation rate so high that new car prices sometimes had to be marked up twice a day. It has also succeeded in all but pulling out of Lebanon without any apparent increase in security risks along the northern border.

Beyond these two obvious achievements, on which Mr Shamir is pledged to build, there has been patchy progress in the search for peace, which remains the dominant argument across the spectrum of Israeli politics.

In an effort to break the deadlock Mr Peres has been extremely active in his last few weeks as Prime Minister. He arranged summits with King Hassan of Morocco and President Mubarak of Egypt. He continued unofficial and secret contact with Jordan. He suggested negotiations might continue in an international conference — a phrase which infuriates Mr Shamir.

It seems certain that in his new role as Foreign Minister Mr Peres will do his utmost to build on the work he was doing as Prime Minister and try to find a way of bringing Jordan to the negotiating table.

It is a near impossible task, even if he can persuade Mr Shamir to accept the idea of some kind of international conference in which negotiations would take place.

The reason is that King Hussein is bound to be prepared to offer peace only in return for land — in the same way President Sadat did before Camp David. But Mr Shamir has already served notice that he will not even consider this.

"The unity Government has no choice but to give a single answer to these plans: an absolute and clear 'no'. These are not peace plans. It is not

the peace that we prayed for. This will not be perdition and disintegration. The unity Government cannot become a withdrawal government."

Mr Shamir wants peace but he is only prepared to offer peace in return. A poll last month showed a hardening of attitudes among those who support him in trying to negotiate without making any territorial compromise.

"There is no reason in the world that will obligate Israel to cede and cast off its chief assets and the basis of its security," he said last month. "We have prodigious strength, we have powerful and faithful allies and above all we believe in the justice of our path."

Mr Shamir might just bend in order to survive. "Usually I adhere to the rule that the goal is a permanent and stable thing while you have to be flexible regarding the means," he said recently. He might decide to let Mr Peres have his head in such perilous negotia-

The Israeli handover Part 2

tions as the best means of discrediting his rival.

Throughout the next 25 months both men will be carefully circling each other, like two boxers afraid to attack for fear of the consequences. Both will try to exploit their position to win popularity at the expense of the other. Both will have to be very careful.

For all the rhetoric they both must know that bringing down the Government would be political suicide.

Despite the personal popularity he gained in office, Mr Peres failed to improve the standing of the Labour Party. Mr Shamir is unlikely to do any better for the Likud. The public wants the coalition Government to get on with its job and would almost certainly vote against any party seen responsible for bringing it down.

There is also one banana skin which could endanger either or both of them. This is the so-called Shilo Bet affair. A police investigation into whether Mr Shamir ordered the murder of two Palestinians by the counter-intelligence agency is now with the Attorney General.

The inquiry also looked into allegations that Mr Peres was involved in a cover-up before two official inquiries into the killings. If the Attorney General decides they must prove their innocence before the court, both men could fall and bring the Government down with them.

As in so many things the two of them are in this together. Like it or not — and essentially they do not — the Shamir-Peres double act seems destined to last at least another two years.

Concluded

THE MOST EFFICIENT WAY TO TRANSFER MORE POWER TO ROAD. AND MORE PROFIT TO BALANCE SHEET.



THE NEW MERCEDES POWERLINERS.

THE ADVANCES MADE IN THE NEW HIGH POWERED MERCEDES ARTIC TRUCKS ARE NO MERE COSMETICS. THEY ARE IN THE VERY HEART OF THE MACHINES. THE RESULTS ARE SIGNIFICANT INCREASES IN POWER OUTPUT AND REDUCED FUEL CONSUMPTION TO GIVE BETTER JOURNEY TIMES AND LOWER TRANSPORT COSTS.

UNSURPASSED RELIABILITY AND ECONOMY

THE INNOVATIVE ENGINEERING FOUND THROUGHOUT THESE NEW MERCEDES 38 TONNE TRACTOR UNITS TRANSLATES INTO REAL AND TANGIBLE SAVINGS, WHICH IS WHY EVERY LONG HAUL OPERATOR MUST SERIOUSLY CONSIDER THEM. THE NEW MERCEDES POWER TRAINS ARE UNDERSTRESSED. A GENEROUS 14.6 LITRES OF ENGINE CAPACITY MEANS THE POWERLINERS ARE ALWAYS ON TOP OF THEIR JOB, AND IMPROVED COMBUSTION TOGETHER WITH MANY OTHER TECHNICAL REFINEMENTS RESULTS IN POWER UNITS WHICH ARE UNIQUELY EFFICIENT AND EXTREMELY RELIABLE. WITH LOW MAINTENANCE REQUIREMENTS AND MORE TIME ON THE ROAD, THE FINANCIAL BENEFITS IN OPERATING THE NEW MERCEDES ARE VERY REAL.

THE INTEGRATED POWER TRAIN

IN THE NEW MERCEDES, THE TRANSFER OF POWER AND TORQUE FROM

ENGINE TO ROAD IS ACHIEVED WITH MAXIMUM EFFICIENCY. THIS HAS BEEN ACHIEVED BY CLOSELY MATCHING THE THREE KEY COMPONENTS — ENGINE, GEARBOX, AND REAR AXLE — TO PROVIDE SUPERB ACCELERATION AND HIGHLY EFFICIENT HIGH SPEED

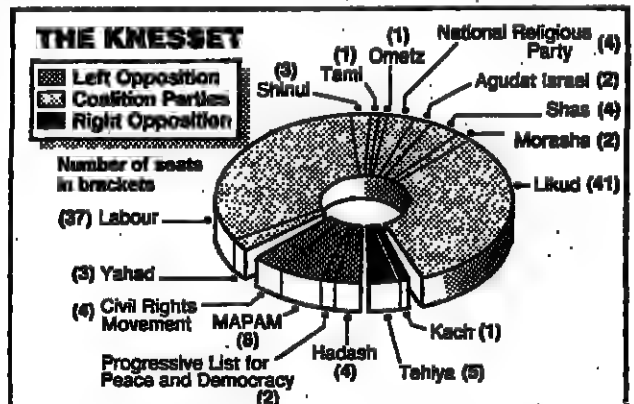
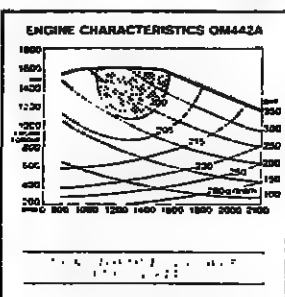
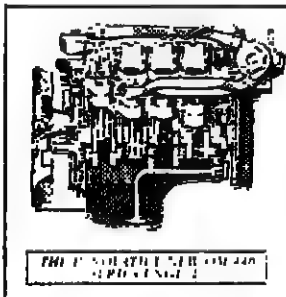
CRUISING WITH MINIMAL STRESS AND REDUCED FUEL CONSUMPTION.

THE ELECTRONIC POWER SHIFT

NOW THE MERCEDES DRIVER HAS E.P.S. GIVING HIM ABSOLUTE CONTROL OF HIS GEARS. E.P.S. IS POWER OPERATION OF A MANUAL GEAR BOX, AND WITH PNEUMATICS SUPPLYING THE MUSCLE, SHIFTING IS ACHIEVED WITH ONE FINGER. A DASHBOARD DISPLAY ALWAYS SHOWS WHICH GEAR IS IN USE. E.P.S. CAN ALSO HELP BY SELECTING THE IDEAL GEAR FOR ANY ROAD AND ENGINE SPEED SITUATION, AND CAN PREVENT SELECTION ERROR AND ANY SUBSEQUENT OVER-REVVING.

THE MERCEDES PLUS

ON THE ROAD, THE FULL RANGE OF MERCEDES BACK-UP AND SUPPORT SERVICES IS BEHIND THE POWERLINERS ENSURING THAT EVERY OPERATOR GETS MAXIMUM RETURN ON INVESTMENT. FINALLY, THE NEW MERCEDES INCORPORATE SOMETHING AVAILABLE FROM NO OTHER MANUFACTURER: THE INCOMPARABLE BANK OF KNOWLEDGE GATHERED IN OVER 100 YEARS OF MOTOR VEHICLE MANUFACTURE.



Canada wins UN medal for refugees

Geneva (AP) — Canada was awarded yesterday the United Nations-sponsored Nansen Medal for its open door policy towards refugees from all over the world and support of official and private aid programmes.

M. Jean-Pierre Hocke, UN High Commissioner for Refugees, announcing the award, said: "Canada has generously welcomed an increasing number of refugees" and cited Canadians for "outstanding achievements" in helping immigrants fleeing persecution.

It was the first time the award went to an entire people since its creation in 1954. In 1979-1984, Canada received 129,000 refugees, who made up 23 per cent of all immigrants. Canada ranks second among industrialized countries in number of refugees received as a proportion of population.

Missionaries drown in Lake Victoria

Kampala (AP) — Three European missionaries — a Roman Catholic priest and two nuns — are presumed to have drowned after their small boat capsized in Lake Victoria, the Italian Embassy said yesterday.

Another Catholic missionary, Mr Karl Kalin of Switzerland, reached the Ugandan shore after a five-hour swim when the boat overturned on Saturday.

A search was under way for the bodies of those missing: the Rev Christian Van Kassel of The Netherlands, Sister Beatrice Alarcia of Spain and Sister Ausilia Urgeghe of Italy. All worked in Kampala.

According to Uganda radio, the boat capsized as the missionaries struggled to remove a fishing net entangled with the outboard engine.

The lake is bordered by Uganda, Kenya and Tanzania.

Talks on athletes' fate

Seoul (Reuters) — South Korea negotiated with Iraqi diplomats yesterday on the fate of four Iranian athletes who disappeared shortly before they were to return home from the Asian Games on Thursday, police sources said.

A police officer said that he understood the four, all weight-lifters who took part in the Seoul Games which closed on Sunday, at one stage went

to the Iraqi consulate in Seoul. He could not immediately confirm whether the Iranians were still at the consulate. Iraqi consulate officials have declined to comment.

The South Korean authorities have remained silent on the matter for five days amid persistent rumours that the weight-lifters were seeking political asylum in Iraq.



METICULOUS ENGINEERING DOESN'T COST YOU. IT PAYS YOU.

Mercedes-Benz is a registered trademark of Mercedes-Benz AG.



هشتمین المپیاد

MILAN FASHION by Suzy Menkes

Trapeze acts

Italy's designers
have turned the
Dynasty silhouette
on its head,
giving skirts a
whirl and reviving
the trapeze line

Milan, Monday: Designers are raising the waist and the fashion temperature. Italy's capital of style, which used to shoot from the hip, has come up with a different silhouette. Broad shoulders are narrowing, trousers and skirts are flaring out and the newest dress is the tender trapeze.

Gianni Versace and Romeo Gigli both stole the show on the opening day. Versace's message came on strong from the start, as the panther-like Somali model in a padded down the catwalk in an ultra-long fitted jacket over wide mid-calf trousers. Versace, maestro of the slinky wrap dress, had loosened up as short skirts swirled out from under the hip-hugging jacket or whirled from the waist.

The spinning skirts of feather-light organza in a clean black and white print were delicious. Equally fresh were a trapeze in fine white linen, dresses with raised waists and cropped boleros that drew a gentler A-line.

There were masses of other ideas from the designer: girlish gingham evening dresses or slinky gowns slashed across the back to show undulating flesh; wrapped gold lame tops teamed with the new cropped pants or bold swimsuits with padded shoulder straps and sinuous metal mesh dresses fringed in silky jersey.

Romeo Gigli's models and clothes are as innocent as Versace's are sophisticated: pale Modigliani faces and sweet madonna smiles above dresses of medieval simplicity. Even when a high-waisted jersey dress outlines the breasts or a sarong skirt splits at the thigh, Gigli's penitents seem unaware of their curves.

The basic Gigli line — little-changed since last season — is the bare-shoulder sweater in sludgy colours above a slim wrapped skirt, or a long curving tunic jacket over narrow pants. Colours are mostly dark, from plum to aubergine.

New was the emphasis on the high-waisted cotton jersey dresses, chaste schoolgirl swimsuits and cowbells of lace swaddling a strapless bodice or looped into a sarong skirt. Peach and primrose yellow — for the jersey dresses or for cropped bolero cardigans — fit up the sombre palette. The effect was charming, and moving, but humdrum.

Karl Lagerfeld was full of his celebrated wit in his summer collection for Fendi. He had a triumph with the trapeze, scooping white denim into panels as a "princess" dress that flared out into a swirling skirt from a narrow shoulder line.

Other Lagerfeld fun, in a young and chirpy collection, was a Spanish Carmencita look that is popping up all over Milan. At Fendi that meant lace sarong wrapped around high-cut black swimsuits and tiers of ruffled denim strictly for the junior market. The more grown-up look was

VERSACE
SWIRLED-OUT
SKIRTKRIZIA
UMBRELLA
LINEROMEO
GIGLI
CHIFFON
WAVESLAGERFELD
FOR FENDI
TRAPEZE
AND SWING

MILAN PEOPLE

Picture story



Gianni Versace (above) told me that he has learnt a lot about his work from preparing his forthcoming Paris exhibition. The retrospective show of Versace's opulent photographic images, which includes work by fashion photographers Bruce Weber, Irving Penn, Avedon and David Bailey opens next week at the Palais Galliera. Gianni says that he finds Penn's images the strongest, but Weber interpreted the style best. Last year Versace, who next week receives the Grande Médaille de Vermeil for services to fashion, held his fashion show at the Victoria & Albert Museum in London. Next year the V&A will host a retrospective exhibition of the work of the Florentine family of Salvatore Ferragamo, best known for their super fine leather.

Drawing book

Anna Piaggi (below) muse and inspiration for Karl Lagerfeld, told me that the sumptuous book of Karl's drawings of her will be launched in London next month. The Italian fashion doyenne, striking a characteristically flamboyant note in a choker and matching handbag of linked piano keys



by costume jeweller Ugo Correggiani, has been sketched in hundreds of poses and antique costume outfits for the book. Clara Rendlesham, who owns the Lagerfeld shop in London, stages a high profile party for Anna and Karl on November 12.

Shop around

● Giorgio Armani's store is his castle. He tells me that his newly opened Emporio in Milan — which forms a gallery round a central courtyard — is the first of a chain of shops throughout Italy and (soon) in the US and England. ● Meanwhile, Soprani, is launching his new Milan store tonight. He is now backed by a Japanese company.

Photographs by
Harry Kerr

Parisian chic, with sculpted tunic jackets and the shortest, lightest skirts in town.

Swing and cling was the message at Byblos: Spanish ruffles from the hips swinging out on the runway to the beat of the cha cha. Quiet tobacco browns and a strong group in filled blue denim calmed down the fancy dress element in the tiered swirling skirts that were almost entirely mid-calf. New were baby doll trapezes over long ruffled

skirts and cape backs on skinny dresses to give a sense of fit with movement.

The empire line struck back at Mario Valentino, the leather house whose skins are as supple as cloth. Designer Versace showed shifts with long or short hemlines, all belted under the bust to give the new silhouette. Blue was the dominant colour in a collection notable — in a season of wild fairs — for its simplicity.

One of the messages of this Milan is that skirts are long by day and short for night. Mariacristina Mandelli of Krizia, who usually has a hard-edged sexiness, had softened all her lines, with mid-calf pleated skirts or wide culotte trousers under a fitted collarless cardigan jacket as her strongest line.

She calls her flirty skirts in narrow tiers — or a fitted riding coat flaring out at the hem — her "umbrella" line.

Short taffeta boules skirts and long handkerchief point chiffon were both fresh evening looks in this confident collection.

Although the clothes are mixed and the message varied, this is a very up-beat Milan. Missoni showed a vigorous collection of their distinctive prints and vivid colours from sunshine orange to fuchsia. Patterned dresses swirled from the shoulders to the knees or swung over slim short

skirts. The fullness was controlled for tubular knits in a striking print of writhing snakes and for ankle-length tube skirts.

Here, as elsewhere, fabric slipped out in ruffles, was held in to a high waist with a tube of ribbed knitting or just burst out into a circular hem with refreshing exuberance.

● Suzy Menkes reports from Milan on Armani, Ferre and Soprani on Friday

How to go on a Continental shopping spree for just £5

A special Times offer for a bargain one-day trip across the Channel. Robin Young gives his tips on the best specialized shops to visit

Unlike Britain, French and Belgian towns are replete with small shops which specialize in providing the very best of particular foods and products. Here is a guide, port by port, to the best specialist shops in each town.

Boulogne
Indisputably the best of the Channel ports for shoppers, with excellent shops grouped close together in the lower, modern part of the town. The best are Philippe Olivier's cheese shop in rue Thiers.

Andre Lugand's *patisserie* at 9 Grande Rue, and the *Derrien charcuterie* at number 1.

Olivier's *Fromagerie* at 43 rue Thiers supplies many of the south-east's best restaurants, and there are more than 200 varieties to choose from.

Lugand's cakes and pastries are more expensive than most of the rivals, but their cakes, chocolates and *marrons glacés* are made with finer ingredients and more skill.

Derrien similarly stands head and shoulders above the town's other *charcuteries*, with, among others, pâtés and ballotines, trotters and tripe, black and white puddings and stuffed snails.



(herbs, spices and soaps) in rue Faidherbe: Magaine (silk lingerie), Descamps (linens), Bally (shoes) and Cates Rousseaux (fresh roast coffee) in rue Thiers; and Sabine (hand-painted silks) and Vanheekhoet (kitchenware) in rue de Lille.

Calais.
The town has two centres. In select and coastal Calais Nord

you will find the best cheese shop at 1 rue Andre Gerschel; a reasonable *patisserie* (R. Cousin) and *charcuterie* (Bellynck); Coffea (coffee), Leonidas (Belgian chocolates), Classe (gifts and elegant tableware), Descamps (linens) and boutiques, all in rue Royale.

In Calais Sud, Boulevard Jacquard has a la Sole Berckoise for fish, Lablanche for *charcuterie*, La Chocolaterie for chocs, Aux delices du Calais for cakes, Fonteyne for silk lingerie and Anny Blatt for wools. Boulevard Lafayette is worth hiking to for Au Fin Bec (cheese), L'Huitrière Calaisienne (seafood), Capillard (cookware), Au Sphinx (leather), A l'Anneau d'Or (designer accessories) and Pastel (gifts).

Ostend
The best cheese shop is Kaas Godelieve (Witte Nonnenstraat). Leonidas (cheaper) and Godiva (better) have chocolate shops in Kapellestraat, but the sweets at Jacques Confiseur in Adolf Buylstraat are home-made.

Zeebrugge
Best to drive on into Bruges (Brugge) itself, where Leonidas are in Steenstraat and Godiva in Zuid Zandstraat. (If you want Belgium's best chocolates, Corne Toisson d'Or, you have to go to Knokke). The principal shops around Grand-Place include specialist lace shops.

This autumn, in conjunction with Townsend Thoresen, The Times is offering its readers away-days to France and Belgium for ridiculously low prices.

From Monday, October 20 until Sunday, November 30, you can take a trip from Dover to Calais, Boulogne, Ostend or Zeebrugge (or from Felixstowe to Zeebrugge) for £5 each plus another £5 for your car; however, if four or more of you travel together in a single car, the car goes free — so the cost of a trip for four and a car is just £20 (motor-cycles do not qualify). Townsend Thoresen are not affected by industrial action on ferry services.

The trips are perfectly timed for early Christmas shoppers. Calais, Boulogne and Ostend

all have hypermarkets close by — and Bruges, within easy reach of Zeebrugge, is an excellent shopping centre.

Or you can simply spoil yourself. Boulogne has some of the best food shops in France and a bustling Saturday market. Calais, an ancient lace centre, is rich in architecture and harbour life. Ostend is a busy fishing port, Zeebrugge has a fascinating harbour and is near to Bruges, which is probably the best preserved medieval city in northern Europe.

A booking request form plus sailing details will appear in Thursday's Times. In addition, you will require three vouchers per booking. Today's voucher appears below; further vouchers will appear tomorrow and on Thursday.

THE TIMES

special offer
in association with

TOWNSEND THORESEN

SPECIAL OFFER
SUSAN DUCKWORTH
KNITTING KIT

British knitwear has been one of the main success stories of our fashion industry recently, and Susan Duckworth is one of the country's top designers. Her handknits sell in the smartest shops around the world for hundreds of pounds, so we are delighted to be able to offer her magnificent basketweave jersey to knitters in kit form for only £29.95. Pale pinks, oyster, silver greys and shimmering blues blend in wondrously different subtle shades to make the multi-coloured background, highlighted with the deeper colours of the ocean. It is knitted in 100% pure four-ply wool and the pattern fits sizes 32-40" for an average knitter. The combination of the basketweave stitch, which gives the appearance of woven stripes of knitting, and the delicious pale colouring, make this a quite stunning garment and one that is easy to wear. The kit comes complete with buttons, pattern and enough wool for all the sizes. The kit does not contain needles. Use FREEPOST — no stamp needed.

Ehrman Kits Limited, 21-22 Victoria Gate, London, W5 1AA
Please allow 2 days for delivery. Money back if not returned within 14 days.

To: EHRMAN, FREEPOST, LONDON, W5 4HR.

Please send me Knitting Kits at £29.95 each
I enclose cheque/PO made out to Ehrman for £..... (Total)

Name
Address

THE TIMES

Really Waterproof Raincoats
for men & women
in all sizes and colors
from £28.25 (plus £2)

THREE JAY (133)
9 The Precinct
Bromley
Kent
BR8 1JH
042074/463947

WALK, CYCLE, FISH, SAIL?
Send 2 x 17p stamps for
colour brochure and samples
(Price: J.B. Jernam)

SPECTRUM

Paying up and playing the game



Part 2: Boys' schools
Tomorrow's war will be won not on the playing fields of Eton, but rather in the computer rooms of Cheltenham or of Aylesbury. How

have the schools coped with the changes? In the second extract from their new survey, Amanda Atha and Sarah Drummond find that Britain's top 20 boys' schools, though still cloistered and class-riven, continue to provide an unrivalled all-round education

AMPLEFORTH COLLEGE

YORK

Vital statistics
Pupils: 704 boys; 674 board, 30 day. Ages: 10-18; Roman Catholic; fee-paying.

Head: Father Dominic Milroy (since 1980). Thoughtful, pipe-smoking figure of dignity and calm in dynamic atmosphere. Like Eton, school is in effect run by a triumvirate: head, abbot and council of parent Benedictine monks.

Academic matters: Variable. Some teaching excellent, some not so hot. Modern languages stronger here than at most public schools. English and classics have also been good. Religion part of pupils' everyday lives. In one house there is even compulsory time set aside for meditation: "To give the boys the silence without which no spiritual growth is possible."

Games, options, the arts: Strong rugby school. Games and music both compulsory. New design and technology centre helps to redress bias to arts.

Background and atmosphere: Founded 1802. Position in one of the loveliest valleys of Yorkshire - isolation is a key main. Discipline based on trust, individual conscience and confession - a heavy burden for the growing boy and has led to comments of old boys being "born middle-aged".

Pupils: Scions of good RC families from all over the country.

Bottom line: Fees £1,850 boarding, £1,364 day.

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

AYLESBURY GRAMMAR

AYLESBURY, BUCKINGHAMSHIRE

Vital statistics
Pupils: 1,250 boys; all day. Ages: 11-18; non-denominational; State.

Head: Mr K. D. Smith MA (since 1967). Hugely respected and popular head who in the 70s was in vanguard of successful battle to save Aylesbury grammar from a grammar/secondary modern system. His energy, enthusiasm, and attention to detail lie behind school's successful expansion.

Academic matters: Strong in virtually all departments, particularly applied science, thanks to head's

BRADFORD COLLEGE

READING, BERKSHIRE

Vital statistics
Pupils: 481 boys, 5 girls (in Vth form); 453 board, 33 day. Ages 13-18; C of E; fee-paying.

Head: Mr P. B. Smith (since summer 1985). Very conscious of need to make more contact with the world outside. Gets across with parents who say they are looking at the place because they want "a gentle country school for their sons".

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nott and David Owen are old boys).

Games, options, the arts: Greek play (started 1950) performed in Greek every three years in splendid outdoor theatre, attracting national press, audiences of eight or nine thousand; also taken abroad. Recent musical revival, 3-week lunch-time concert, fine choristers, thorough about careers advice, speaking tour (France) and a serious.

Background and atmosphere: The pupils: Half from Aylesbury, half from surrounding area. One of few old-fashioned "free" grammar schools left. House prizes in the area pushed up as a result of parents moving into orbit.

Pupils: Scions of good RC families from all over the country.

Bottom line: Fees £1,850 boarding, £1,364 day.

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

I was while visiting boys' schools that we came across the English class system charging on unchecked. Molesworth's comment in *Down with Skool* still holds good: "They say you are going to school. You say you are going to school. It is called Grunts. To Eton for you I suppose? It is always Eton and jolly good luck to them..."

The deep shame of going to Grunts is heartbreaking to behold. Worse: the most successful public schools now demand a good academic performance on entry and the poor little beggar who does not get into his (grand)father's old school feels a failure indeed.

"They must have a 'name' they can be proud of," said Mr Vaudrey of Wicken Park - and an old school tie which can be fingered comfortably in board meetings to come. We observed the whole pecking order carefully nurtured not only by the schools, but by parents who still blindly put their son down for a school however

much they hated it/didn't know it/didn't want it.

Fashions in schools do change, however: in the last century the Clarendon Commission listed the nine leading public schools as Charterhouse, Eton, Harrow, Merchant Taylors, Rugby, St Paul's, Shrewsbury, Westminster, Winchester. The list certainly would not look like that today.

Some of the more frightened (nervous?) of the boys' public schools offer government-assisted (i.e. government-funded) places for bright but impoverished boys. The well-endowed boys' schools are in the lead in the setting up of Regional Action Groups - those secret establishments nests of resistance to the changes promised from a Labour government. We even heard of a rumour of a boys' school in the north of England buying properties abroad.

We found the quality of education in boys' public schools (i.e. fee-paying boarding) on the whole to be high. Such schools are excellent in mainstream subjects,

especially maths, science, history, and offer a wide range of extra-curricular activities such as fly fishing, sailing, sports, and even a few of the great joys of English public schools.

Many masters are excellent, though sometimes suspect in specific areas (for example, a science master who can't spell, or a history master unaware of recent research on the battle of the Hellespont). They are dedicated in ways which go beyond all thought of Burnham or any other scale.

Bullying still goes on, but very little of it is by masters, and the days in which new boys were ritually heated up like lobsters and tossed in laundry baskets are largely over.

Team games of the empire-building variety are still strong, but no longer as all-important, even in the "games" schools. We got the impression that some

heads hardly dare admit that their schools still attach great importance to games such as rugby and cricket.

The Combined Cadet Force is no longer compulsory at most schools we visited - though, to the amazement of heads trying to do away with it, it is increasing in popularity. Non-CCFers - and increasingly one and all - do afternoons of "granny bashing", an apt description of school community welfare services. Hard physical graft is out of favour generally, except in Scotland, as is corporal punishment. As David Jewell, now head of Haileybury, said on the subject of corporal punishment: "If I had to resort to violence to keep order, I believe I should not be teaching at all." The new head of Winchester, incidentally, has banned the noble art of boxing, as has Downside.

Homosexuality is not uncommon, though heads seemed more worried about drugs. The big answer to homosexuality is girls in the sixth form. Girls, it is said, not

only bolster heterosexual, but also dwindling coffers, flagging results and failing masters. They have been a great success.

Little of all this applies to day schools, which are totally different animals both socially and academically. Even half-way houses like Westminster, which has weekly boarding, show a much more relaxed attitude to pastoral care. "The boys," said ex-head Dr John Rae, "can stand anything until Friday" - the implication being that wild-cating at the weekend was not the school's problem.

Academically, the curriculum tends to be narrower in day schools, which cannot provide the same opportunities as their boarding equivalents: at 4 or 5 or 6 pm the school empties and that is that. It is no accident, we feel, that the strongest day schools, such as Manchester Grammar School, have the feeling of boarding schools.

Tony Smeaton



Relaxed, forthright, capable: James Parker, High Master of Manchester Grammar - arguably, he says, "the most selective school in the country."

week," one master said firmly. Regularly wins national shooting competitions; cricket and football also exceptional.

Background and atmosphere: Structured and disciplined. Bear available in own bar, masters tend to turn a blind eye to smoking at 18. Still, some boys do describe life here as "prison-like". Isolation in lovely rural setting too much for some, but fine for unsophisticated traditionalists. Gowns worn in school (boys loathe them), compulsory chapel over dinner a week. Vestibular logging system.

The pupils: 20 per cent from overseas (mainly experts in army, banks, and civil service). Boys whose parents want them to follow country pursuits.

Bottom line: Fees: £1,980 per term boarding.

Remarks: Breeds a characterful, gritty chap. One of the best traditional public schools for boys who can't cope with the real world.

CANFORD SCHOOL

WIMBORNE, DORSET

Vital statistics
Pupils: 470 boys, 80 girls in Vth form; 420 board, 110 day. Ages: 13-18; C of E; fee-paying.

Head: Mr Martin Marriott (since 1967), one of the finest in the business. Open-door headship - no one too fearful to enter. "Martin Marriott has made Canford into a well-run, efficient school that delivers the goods," says approving parents. Spends much time talking to parents, staff, pupils.

Academic matters: Competent. They make pupils succeed at their own level, and help them to reach their potential. Five groups of 20 in each age group; set for maths, French, Latin in class courses top 20 fast-movers are put together and the rest are divided alphabetically: "Better for the pupils, and we teach better too."

Games, options, the arts: Very strong on games, and very successful. Very good music. Bournemouth music used for theatre and concert. Archaeological studies in Dorset. Head trying to make links with local handicapped school: "Pupils are very receptive, and master more. Good drama. CCF (thriving) or adventure training."

Background and atmosphere: Fortunate 19th-century school on a hill, met grounds. An impressively well-run school; alert, on the move. Head holds group discussions (for 12 pupils) a week to discuss their own level, and help them to reach their potential. Five groups of 20 in each age group; set for maths, French, Latin in class courses top 20 fast-movers are put together and the rest are divided alphabetically: "Better for the pupils, and we teach better too."

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nott and David Owen are old boys).

Games, options, the arts: Greek play (started 1950) performed in Greek every three years in splendid outdoor theatre, attracting national press, audiences of eight or nine thousand; also taken abroad. Recent musical revival, 3-week lunch-time concert, fine choristers, thorough about careers advice, speaking tour (France) and a serious.

Background and atmosphere: The pupils: Half from Aylesbury, half from surrounding area. One of few old-fashioned "free" grammar schools left. House prizes in the area pushed up as a result of parents moving into orbit.

Pupils: Scions of good RC families from all over the country.

Bottom line: Fees: £1,850 boarding, £1,364 day.

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nott and David Owen are old boys).

Games, options, the arts: Greek play (started 1950) performed in Greek every three years in splendid outdoor theatre, attracting national press, audiences of eight or nine thousand; also taken abroad. Recent musical revival, 3-week lunch-time concert, fine choristers, thorough about careers advice, speaking tour (France) and a serious.

Background and atmosphere: The pupils: Half from Aylesbury, half from surrounding area. One of few old-fashioned "free" grammar schools left. House prizes in the area pushed up as a result of parents moving into orbit.

Pupils: Scions of good RC families from all over the country.

Bottom line: Fees: £1,850 boarding, £1,364 day.

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

ditional public schools for boys who can't cope with the real world.

Background and atmosphere: Structured and disciplined. Bear available in own bar, masters tend to turn a blind eye to smoking at 18. Still, some boys do describe life here as "prison-like". Isolation in lovely rural setting too much for some, but fine for unsophisticated traditionalists. Gowns worn in school (boys loathe them), compulsory chapel over dinner a week. Vestibular logging system.

The pupils: 20 per cent from overseas (mainly experts in army, banks, and civil service). Boys whose parents want them to follow country pursuits.

Bottom line: Fees: £1,980 per term boarding.

Remarks: Breeds a characterful, gritty chap. One of the best traditional public schools for boys who can't cope with the real world.

Games, options, the arts: Very strong on games, and very successful. Very good music. Bournemouth music used for theatre and concert. Archaeological studies in Dorset. Head trying to make links with local handicapped school: "Pupils are very receptive, and master more. Good drama. CCF (thriving) or adventure training."

Background and atmosphere: Fortunate 19th-century school on a hill, met grounds. An impressively well-run school; alert, on the move. Head holds group discussions (for 12 pupils) a week to discuss their own level, and help them to reach their potential. Five groups of 20 in each age group; set for maths, French, Latin in class courses top 20 fast-movers are put together and the rest are divided alphabetically: "Better for the pupils, and we teach better too."

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nott and David Owen are old boys).

Games, options, the arts: Greek play (started 1950) performed in Greek every three years in splendid outdoor theatre, attracting national press, audiences of eight or nine thousand; also taken abroad. Recent musical revival, 3-week lunch-time concert, fine choristers, thorough about careers advice, speaking tour (France) and a serious.

Background and atmosphere: The pupils: Half from Aylesbury, half from surrounding area. One of few old-fashioned "free" grammar schools left. House prizes in the area pushed up as a result of parents moving into orbit.

Pupils: Scions of good RC families from all over the country.

Bottom line: Fees: £1,850 boarding, £1,364 day.

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nott and David Owen are old boys).

Games, options, the arts: Greek play (started 1950) performed in Greek every three years in splendid outdoor theatre, attracting national press, audiences of eight or nine thousand; also taken abroad. Recent musical revival, 3-week lunch-time concert, fine choristers, thorough about careers advice, speaking tour (France) and a serious.

Background and atmosphere: The pupils: Half from Aylesbury, half from surrounding area. One of few old-fashioned "free" grammar schools left. House prizes in the area pushed up as a result of parents moving into orbit.

Pupils: Scions of good RC families from all over the country.

Bottom line: Fees: £1,850 boarding, £1,364 day.

Remarks: For years unquestionably country's top Catholic school, but one or two parents would now disagree. For all its liberal ways, produces solid citizens with open minds on all things except religious matters.

Academic matters: Not a very academic establishment. Consistent A level strengths are electronics, politics and economics (Sir John Nott and David Owen are old boys).

Games, options, the arts: Greek play (started 1950) performed in Greek every three years in splendid outdoor theatre, attracting national press, audiences of eight or nine thousand; also taken abroad. Recent musical revival, 3-week lunch-time concert, fine choristers, thorough about careers advice, speaking tour (France) and a serious.

Background and atmosphere: The pupils: Half from Aylesbury, half from surrounding area. One of few old-fashioned "free" grammar schools left. House prizes in the area pushed up as a result of parents moving into orbit.

but still embryonic compared with strong art schools - lots of wooden-looking male nudes. New hi-tech careers centre planned, school keen to encourage links with business.

Background and atmosphere: Victorian foundation with strong army links - rumoured to have more old boys than any other school. During past 30 years has repeatedly sold off land to keep going and has now returned behind the fortress of impressive-looking buildings in the middle of Cheltenham, with through-traffic roaring outside the windows.

The pupils: Now only about 5 per cent serve families. Majority from local catchment area. Old Cheltenhamians include 14 VCs, ex-coeds only by Wellington.

Bottom line: Fees: £1,975 per term boarding, £1,315 day.

Remarks: Formerly one of the top public schools, now at the interesting stage of having pulled its socks up as best it can and can go no further without a public relations effort, the building of a bypass round Cheltenham, and buying back lost ground - a tall order.

Academic matters: Straight A. Ancestry very best teaching staff; complaints limited to one or two specific masters/housemasters. Aims to keep curriculum as broad as possible as long as possible. Pupils encouraged to do 'academic' subjects: emphasis on learning to learn rather than applied skills - no turning out of captains of industry here.

Games, options, the arts: Not as brilliant, possibly because of sheer choice of things to do. Main games: football, rugby, the Wall Game, cricket, bowls. First XV unbeaten 34 years to reinforcement of three big Africans," said a pupil. Many other sports on offer, including archery, badminton, fencing, golf, judo, sailing. Activities/options include CCF, bricklaying, courses with the Thames Valley Police (to pick a few at random) and huge resources mean anything on offer is actually delivered - unlike some optimistic prospectuses.

Background and atmosphere: Founded 1440 by Henry VI; yellow red brick buildings, grounds run down to the Thames. Boys still wear traditional buffcoats (tailcoats) and soft collars, which gradually dress up to get Etonians used to being snuffed out as different - position of the 24 boarding houses dotted up and down High Street means boys continually swarming all over the place being goggled at by tourists. All boys have own rooms from state of decor variable, depending on TLC of parent and what last occupant flopped on.

The pupils: 45 per cent sons of Old Etonians, which school claims to be highest percentage in the land. Also largest element of new to keep up academic standards and/or provide

useful business contacts. School tries quite hard to do out-of-school pupils, but state schools.

Bottom line: Fees: £1,972 per term boarding.

Remarks: Currently top all round and no sign of being overtaken. Entrance tricky, particularly if you are not of the right background. Prep school heads regard getting boys into Eton as equivalent of finding Holy Grail. Given keen eyes of class structure in school, pupils from less posh families can end up a bit chipped on shoulders; most boys adapt charmingly, with inimitable manners and rather pleased with themselves.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

GLENALMOND COLLEGE

PERTSHIRE

Vital statistics
Pupils: 190 boys, all board. Ages: 12-18; Episcopal; fee-paying.

Head: Mr J. W. Rogers MA (since 1982). Secure in the knowledge that he is running a school which is intellectually above-average, he says: "Such centres of excellence as ours are also centres of innovation. Strongly denies the school is only an academic hot house. Liked by parents and commands respect among pupils."

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

Background and atmosphere: Founded in 1841, its elegant stone cloisters, chapel and library are reminiscent of a major English public school, but somewhat at odds with the bleak Perthshire hillsides. Hotchpotch of modern buildings, house, theatre, art rooms, work shops, sports, swimming-pool and classrooms. Strong army overtones, robust as hell in winter.

The pupils: Reliable, robust and well-mannered - not as well-disciplined as Eton.

Academic matters: Not a good school for non-intellectuals (probably wouldn't get in anyway). Held its reputation for years, despite problems with getting staff to stay in remote location.

Games, options, the arts: Very strong on rugby, many FPs capped internationally. Own nine-hole golf course; artificial ski slope. Also cricket, swimming, canoeing, rock climbing. Hot on music and drama; pipe band. CCF from second year, after two years can opt out and do community service locally.

SPECTRUM



chapel. Because of the wide, competitive intake, all religions are studied and catered for.

The pupils: Complete social mix, coming from various parts of Birmingham. For the course in appearance, some conservative in blue blazers, others sporting the odd way-out haircut.

Bottom line: Fees: £750 per term.

Remarks: Exceptional day school with very high academic standards.

KING'S COLLEGE

TAUNTON, SOMERSET

Vital statistics
Pupils: 430 boys (50 girls in Vth form); 380 board, 50 day. Ages: 13-18; C of E; fee-paying.

Head: Mr James Batson (since 1989), super father-figure. Says: "If it is a success, it is because it is a family feeling here, probably because we are not very rich." He feels a school should be judged not by the pupils in it now but by their success and happiness in 20 years' time.

Academic matters: Particularly nice staff. History and science strong, classics and modern languages weak but overall the school is reasonably sound on mainstream subjects.

Games, options, the arts: One of the country's top rugby schools, also strong on cricket and hockey. Background and atmosphere: School goes back to 13th century. Not an architectural glory, and views all round are of outcrops of Taunton.

The pupils: Large local contingent. Strongest army and navy element, also 75 children of surgeons or GPs, 25 non-rationals, 20 of them Hong Kong Chinese.

Bottom line: Fees: £1,876 per term boarding, £1,330 day.

Remarks: Throughout the school there was a feeling of goodness, though religion was not mentioned once.

THE KING'S SCHOOL

CANTERBURY, KENT

Vital statistics
Pupils: 890 boys plus 90 girls in Vth form; 600 board, 120 day. Ages: 13-18; C of E; fee-paying.

Head: Canon Anthony Phillips (from September 1986), fellow and chaplain of St John's College, Oxford since 1975.

Academic matters: Economics and politics one of the strongest departments. History also strong, with over 200 awards to Oxford and Cambridge in the past 25 years. Science well catered for with 14 labs and an observatory.

Games, options, the arts: Music excellent, as it should be. Concerts are given throughout the year in the cathedral. Most promising musicians are taught by visiting professionals from London. Drama good, too. Magnificent new art room in converted 13th-century priory.

Not a terribly heavy school, though rowing and cricket are good - latter perhaps spurred by example of David Gower, an old boy.

Background and atmosphere: Founded in the 6th century. Beautiful setting, with all school buildings in the cathedral precincts or neighbouring St Augustine's Abbey, and most now converted, giving older boys their own beds. Boys surprisingly tidy in uniform of wing collars and ties, scrupulously dressed to the neck. Girls dressed in black and white. Food good.

The pupils: A favourite with barristers, doctors, diplomats and wealthy farmers who want their rural offspring to get a taste of town life. Friendly and well-mannered. Parents demand complete discipline in life.

Bottom line: Fees: £2,050 per term boarding, £1,415 day.

Remarks: Traditional but easy-going public school with some refreshing attitudes (a psychiatrist visits once a week for anyone to consult: "With all the problems of adolescence, we thought it a good idea"). A school for the bright, aesthetically, but tough on the under-achiever.

MANCHESTER GRAMMAR

RUSHOLME, MANCHESTER

Vital statistics
Pupils: 1,400+ boys, all day. Ages: 11-18; C of E links but basically non-denominational, fee-paying.

Head: High Master Mr J.G. Parker (since Michaelmas 1985). Relaxed, forthright, appears able to cope with country's most dynamic school.

Academic matters: Outstanding in everything they do. One of few places you will find staff discussing merits of different Oxford colleges in the very prep school heads' discuss public schools. Academic results probably the best in the country in 1985 - 10 subjects, including maths, Latin and politics, had 100 per cent pass rate at A level - and always very near the top, across a broad span of subjects. (Very strong Russian school - a useful language, they point out, as 50 per cent of Russian graduates are immediately snapped up by the Government.)

Games, options, the arts: Does not set out to be a games school but does well. No sports centre, no house system. Music good; also has good crafts department and does excellent silverwork with own hallmark. Fell-walking, trekking and mountaineering, starting with weekend camps and going on to trips all over the world.

Background and atmosphere: Founded in 1515; moved to present purpose-built site in 1931 - huge red brick based round central quad:

new boys are given a map to find their way about. Atmosphere dynamic, bursting with energy, particularly mental energy. Uniform of scrubby black jackets lowers the tone a little.

The pupils: Cream of intelligentsia from Burton to Blackpool - not necessarily middle class. Bright as bush babies, though a bit uncouth, but polite and considerate, and discipline is not a major struggle. Old Mancunians range from Thomas de Quincey to historian Michael Wood.

Bottom line: Fees: £576 a term. A bargain.

Remarks: We would bracket MGS with Eton as the most outstanding academic schools in the country. Entrance difficult: head describes it as "arguably the most selective school in the country". Not the place for less developers, those lacking in confidence or in need of social status.

MARLBOROUGH COLLEGE

MARLBOROUGH, WILTSHIRE

Vital statistics
Pupils: 780 boys, plus 100 girls in Vth form, all board. Ages: 13-18; C of E; fee-paying.

Head: Mr David Cope, formerly at British School in Paris, who took over in summer 1986 from gentle, remarkable and clearly-loved Mr Roger Ellis in his post, which has been described as a "graveyard for headmasters" owing to difficulty of preserving liberal tradition without slipping into anarchy.

Academic matters: Pockets of excellence, not on the whole in the mainstream grammar school-type subjects. Results not as high as they might be given those 100 bright girls, signs are that the school will in future go co-ed throughout. Good on religious education, engineering, integrative computer courses.

Games, options, the arts: Top games school - all main games: rugby, cricket, but particularly hockey. Possibly best art department in country, run by Robin Clude - whole new building erected to house him. Smart separate canteen house, strong music department. Dozens of societies.

Background and atmosphere: Founded in 1643 "for the sons of clergy of the Church of England" (only Sunday service attendance compulsory). Now has feel of one of the more gracious American campuses with sense of freedom and scruffiness, bulging with students' careers about their own business, noise of translators rises from dormitories into the night. Very much a question of trust: rather than imposed discipline - which pupils quick to appreciate. "It's quick to honour." Buildings higgledy-piggledy, lovely in summer, and girls' quarters very comfortable though boys' single form dwelling much more elegant - girls integrated into boys' houses (only absolutely unbreakable school rule: boys not allowed up girls' staircases).

The pupils: Pioneered the admission of girls into the Vth form in 1968 and their civilizing presence much felt in school. Boys' parents pretty solidly middle class: accountants, solicitors, also some of officers and clergy. Old boys: Anthony Blunt, John Betjeman.

Bottom line: Fees: £2,040 per term boarding, 29 per cent of fee income.

Remarks: Upwardly mobile, now fashionable top choice after Eton. Rare to find dissatisfied parents. Boys emerge self-confident and purposeful.

goes to clergymen's sons, so good value for them.

Remarks: Until recently the popular choice for pupils after Eton - or instead of it for parents wishing to avoid the social razzamatazz and if their children are highly individual. A recent slight wobble on the very difficult liberal tightrope towards unruliness and bad manners.

RADLEY COLLEGE

ABINGDON, OXFORDSHIRE

Vital statistics
Pupils: 595 boys, all board. Ages: 13-18; C of E; fee-paying.

Head: The Warden is Mr Dennis Silk (since 1982), famous for cricket and rugby prowess, respected and liked by staff, boys, parents. Other heads consider him an outstanding educationalist. Mr Silk has raised Radley to its present status as one of the best schools in the country. He sees it as a place for organic growth rather than radical surgery: "I believe in building on a boy's strengths, and introducing him early to the pursuit of excellence."

Academic matters: Strongly academic among country's top dozen. Unusual A level subjects on offer include geology and Russian. Parents and boys confirm they do learn how to work here, "but less able boys tend to be overlooked," warns the mother of one such. The Warden's English Grammar Paper is a twice-termly event - traditionally was Latin, but Mr Silk is a passionate defender of correct English usage. Parents, delighted: "They talk proper" - which cannot be said of some top schools.

Games, options, the arts: Seriously gamesy and very competitive. Always wins at Rugby, and has history of rowing cups. CCF compulsory for a spell, then those who get out take up forestry, social services, martial arts. Warden justifiably proud of the excellent new (last) design centre, with its highly professional and functional atmosphere and enthusiastic teachers.

Background and atmosphere: Archetypal Gothic redbrick, splendid lake, 800 acres of fine grounds. The 1979 TV series put Radley on the map, boosting self-confidence, filling the books. Atmosphere traditional and highly structured, without any of the aggressiveness that often goes with boys-only public schools. Dormitories have separate cubicles, study bedrooms for senior boys' rooms are fairly chaotic, privacy hard come-by. Fagging system lingers on. Prefectorial rank sought-after for its responsibilities and privileges: staff lean heavily on them. Warden fiercely anti-smoking. Central feeding is in the splendid great hall: boys sit anywhere, the black lull of staff, forestry, children.

The pupils: Relaxed and likeable, well heeled and predominantly polite, far more sophisticated and civilized than many of their peers elsewhere. Old boys include Mark Clifield, Lord Scarsman, Peter Cook, Ted Dicker.

Bottom line: Fees: £1,395 per term boarding.

Remarks: Upwardly mobile, now fashionable top choice after Eton. Rare to find dissatisfied parents. Boys emerge self-confident and purposeful.

ST PAUL'S SCHOOL

LONDON SW13

Vital statistics
Pupils: 770 boys, 122 board, 648 day. Ages: 13-18; C of E; fee-paying.

Head: High Master is Canon Peter Pilkington (starting September 1986), latterly head of the King's School, Canterbury. Emphasizes twin aims of academic excellence and of pastoral care for individual pupils: a delightful, popular man, short, plump, twinkly, humorous.

Academic matters: One of the top academic boys' schools in the country. Astonishing numbers of A grades for both maths and physics. Common programme for all boys in first year, thereafter continual moving and shifting, depending on progress and motivation - in accordance with outgoing High Master's intention to keep boys stretched but not pressured. (That said, everything goes in waves, and recently 30 boys failed O level maths.) Geography exceptionally well-taught. High-fliers flourish: staff extremely tough on marking, and blunt with boys and parents. Impressively long detailed reports each term that can reduce the non-brilliant to despair.

Games, options, the arts: Two-hour lunch break daily during which boys do something non-academic - rowing (impressive), music, swimming, games. Envyable grassy acres plus the new, excellent indoor pool, fencing suite said to be the best in western Europe: five, a major game. Craft, design and technology centre is a major new development and extremely popular. Drama and music are great strengths.

Background and atmosphere: Founded in 1559 by Dean Cole, friend of Erasmus and Thomas More, whose humanitarian principles still stand firm. Moved to present site in 1968, hideous but compact pebble-dash squared-off buildings with off beat of stained glass and stucco recalling its former glory. Set in 45 acres 28 acres - the most important thing about the school, according to outgoing head: each has 15 boys, three of each year group, the key way to unite the parent-pup-school triangle. Parents are asked to visit the boy's tutor (and his wife) to their house for a meal: communication is intended to be frequent and open.

The pupils: Drawn from all around London. All sorts, no types, incredibly articulate. Old boys stretch from John Milton to Jonathan Miller.

Bottom line: Fees: £1,722 per term boarding, £1,083 day.

Remarks: Academically one of the best London day schools, with boarding element. Possibly lacks fizz.

SHIPLAKE COLLEGE

HENLEY-ON-THAMES, OXFORDSHIRE

Vital statistics
Pupils: 342 boys, 282 board, 60 day. Ages: 13-18; C of E; fee-paying.

Head: Mr Peter Lapping (since 1979), extremely charming with an easy and approachable manner.

Feels that school should not be too different from home.

Academic matters: Comes very well with less able boys, and more with learning difficulties. 16 places per year for dyslexics (booked well in advance). Well spoken of by many prep heads, who use it as a standby for boys who cannot get into their first choice of academic school.

Here the below-average can shine. Staff/pupil ratio is 19. Policy is to obtain the maximum results with the minimum of fuss. No shame attached to any number of retakes to achieve results.

Games, options, the arts: Water sports prominent: sailing and windsurfing available, done well at rowing. Strong squash and cricket. Rugby and hockey also played, latter in superb sports hall or bad weather. Drama, music and art all high priorities.

Background and atmosphere: Established in 1959 in a beautiful setting overlooking the Thames. Firmly traditionally, with an emphasis on developing self-discipline. No smoking, though senior boys run "junior common room" with bar.

The pupils: Gentlemenly breed of chaps, with an overriding desire to get rich, stock exchange and marketing high on the job mentions.

Bottom line: Fees: £1,850 per term boarding, £1,175 day.

Remarks: Certainly worth looking at if your son is better suited to a small school with much individual attention. Enhanced by the understanding and realistic approach of head.

TONBRIDGE SCHOOL

TONBRIDGE, KENT

Vital statistics
Pupils: 650 boys, 445 board, 204 day. Ages: 13-18; C of E; fee-paying.

Head: Mr Christopher Everett (since 1975). Tall, cerebral and fairly daunting. 1986 chairman of the Head Masters' Conference, a magistrate, on the Civil Service Selection Board (spent 13 years in diplomatic service). Tries to play down the idea that Tonbridge is very academic and sees his job as providing a challenging environment in which boys can develop every aspect of personality and talents and learn to stand on their own feet.

Academic matters: Jolly hard to get in - and once in, a boy has to work. Good facilities, with each department housed in its own area. Strong language department, offering Russian. Smallish classes in the lower school, and only 10 in the upper. Boys say that the relationship with masters is excellent in the Vth form.

Games, options, the arts: Formerly playing on 100 acres of pitches. 20 different sports including racquets, darts, sailing and golf. Marvelous all-weather athletics track. Drama good, too. Art popular.

Background and atmosphere: Founded in 1565 and rebuilt in the 19th century. It's a gothic mass in the centre of the town. Lovely chapel which the boys attend four times a week and on Sundays. Boys live and eat in houses scattered round the town, though most are very close. Quality of life, say the boys, depends on which house you're in: some are much stricter than others.

The pupils: Cheerful, polite and relaxed, from a wide range of backgrounds: very few non-English. C-raters: absolute. But though boys over 15 are allowed to vote, the Housemaster's permission. Old boys include Colin Cowdrey and E.H. Forster.

Bottom line: Fees: £1,933 per term boarding, £1,339 day.

Remarks: Ideal for the bright all-rounder - there is something for everyone. Fairly pressurized so would not do unless boy can keep up easily.

WESTMINSTER SCHOOL

LONDON SW1

Vital statistics
Pupils: Approx 500 boys plus 100 girls in Vth form. Approx 330 day boys, 200 weekly boarders, 48 day girls 21 weekly boarders. Ages: 13-18; C of E; fee-paying.

Head: Mr David Summersdale (from May 1986). Gentle, civilized, intellectual, a-armed sportsman. Took over from Dr John Rae, one of the most original and controversial figures in public school education, whose final gesture was to appoint a black girl as head of school.

Academic matters: One of the most high-powered academic schools in the country, comes regularly in top five for A level results - all subjects 90-100 per cent pass with exception of geography generally considered weakest department. Modern languages not as strong as it should be. In quote boy, but improving - to quote master: Science, maths and English consistently very strong. Academic pressure tremendous and does not let up till pupils safely launched on next rung of ladder.

Games, options, the arts: Not so hot on these. Does not contribute much apart from rowing to sporting scene, though sports crockets can be seen at the feet of their Vth form. Squash playing fields on pleasant summer days. Keen art, music, debating.

Background and atmosphere: Founded 1562 by Queen Elizabeth I. Vth form, 19th century, unimpressive. Next to Westminster Abbey, in which some school services are still held. Considered as an Oxford college but not in the last 100 years, strictly, bustling at the seams and the boarding houses decidedly squashed. Weekly boarding system gives atmosphere more of day main boarding - what is done outside boarding hours is under parents' jurisdiction, for which staff truly grateful.

The pupils: Solidly middle-class and of aristocratic yippee parents, many two-income families, also high quota divorced parents. Pupils highly articulate, social, often have thin veneer of sophistication, nervously brilliant and owing to proximity, many to teach. Famous old boys include six prime ministers, Terry Benn and Andrew Lloyd Webber.

Bottom line: Fees: £2,075 per term boarding, £2,275 Vth form, £1,350 day (£1,475).

Remarks: Do not send your potential rugby international here, and do not expect your average all-round product - weedy children will get weedy. Getting in (apparently difficult) does not guarantee that your child is a genius, but in the drawing-rooms of Hampstead and Richmond a place at Westminster is rightly considered a leap in the right direction.

WINCHESTER COLLEGE

WINCHESTER, HAMPSHIRE

Vital statistics
Pupils: 645 boys, about 600 board, about 45 day. Ages: 13-18; C of E; fee-paying.

Head: Mr James Sabbon-Clare, former second master, took over from John Thorn - hard act to follow - in September 1985. Generally considered "pleasant" and capable.

Academic matters: Traditionally the top academic school in the country and in 1985 nearly 700 bright boys would go here, less gifted brothers to Eton. Still immensely strong (1985 results put Winchester seventh after Manchester Grammar, Eton, etc.) but may have lost its keen academic edge, possibly owing to tendency to inflexibility, making for some resentment among brightest pupils. One Foreign Office parent detailed about cavalier approach to modern languages and said we know 80 per cent of boys take A level maths and only "a fraction" take French. Teaching largely excellent.

Games, options, the arts: Like other high-powered schools, it appears as if football in extras as in academic matters. Has reputation of being enlightened on the subject of mainstream games, which, after the first year, are not compulsory. Boys may if they wish, fish on the Itchen instead. Boys choose three options: eg karate, rowing, canoeing, stevedancing, lures, racquets, ball-rugby - all manner of school. Does not particularly pride itself on the arts, nevertheless has good music department.

Background and atmosphere: Scholars quarters date back to the 14th century, and look like a - populated, with rich acres of school, but hot paper, claimed very comforting in winter when all around is freezing. Lovely medieval old buildings are set in highly popular Quaker. Feeling of history and contact with past very tangible.

The pupils: Question in school mag gives a good idea. Name any Old boy this century has been Lord Mayor of London, Editor of the Times, Chairman of the BBC, Nobel prize-winner, Foreign Secretary, Lord Chancellor, Head of Civil Service.

Bottom line: Fees: £2,125 per term boarding.

Remarks: The place to go if you want a classy education but don't want to stick your neck out getting a Don. Consider Winchester unless your son shows signs of real academic ability. A breeding ground of intellectual snobbery.

Adapted from *The Good Schools Guide*, a *Harpers & Queen* publication, to be published by *Flare Press* on November 3 (price £8.95).

TOMORROW

Benenden to Wychcombe: the girls' top 20

W E S E L L M
O R E T Y P E
W R I T E R S
T H A N I B M

Only four years ago, we sold our first electronic typewriter. If you'd like to find out more about the success of Canon innovation, and how it can work for you, dial 100 and ask for Freefone Canon (UK) Ltd. Or fill in the coupon.

Please tell me more about the complete range of Canon Electronic Typewriters and Word Processors

NAME _____ COMPANY _____ EM-8641-OS

POSITION _____ TYPE OF BUSINESS _____

ADDRESS _____

TEL NO _____

Send to: Mary Drewery, Canon (UK) Ltd, FREEPOST, Canon House, Manor Road, Wallington, Surrey SM6 6BR (No stamp required.) Tel 01-773 3173 Fax 01-773 2181

IF ANYONE CAN Canon CAN

THE TIMES DIARY

Tambo flies again

Tam Dalyell is not wasting any time exploiting his election to Labour's NEC to force the leadership's hand on Westland. One of his consuming obsessions. He has written to Neil Kinnock asking for opposition time to debate the select committee report on the Westland affair, which received only an hour's discussion in July when it was published the day before the parliamentary recess. He assured me that he wants "a lawyers' debate" led by Labour QCs John Smith and John Morris rather than a "yawl-bo" affair between Neil and the Prime Minister, and he believes Kinnock has no choice but to agree. "He will have to ask himself why 369,000 constituency party members elected me - a pro-cooled reactor, pro-nuclear reprocessing, pro-EEC Old Etonian - to the NEC if not because of my pursuit of the Westland affair," he says.

Testing times

Delegates to the Tory conference will have the chance to display their political knowledge in an alternative GCSE examination devised up by the right-wing Selsdon group. One sample question from the SOCE (the Selsdon Open Certificate of Education): Which country do Foreign Office officials work for? (a) Spain (b) USSR (c) UK (d) Argentina? Answer: Not clear, but it doesn't appear to be (c). Another: Who is the leader of the Alliance - David Steel, Roy Jenkins, Shirley Williams, David Owen? Trick question. This answer: Nobody. Score nine out of ten and your "future political career is guaranteed". Iain Mays, secretary of the Selsdon Group, tells me.

Forest, the right-to-smoke pressure group, is taking up chances with its Bournemouth fringe meeting (speaker Amberson Waugh). No nonsense about a cash bar or "refreshments available". "First 300 drinks free" is the unambiguous come-on.

Back door

When he addresses the Tory conference, Nicholas Ridley, the Environment Secretary, will, I predict, emphasize the need for at least one reform: restricting local councils' co-optation powers. Intended to ensure non-partisan expertise, the procedure is now used by many left-wing councils to pack in supporters who have not made it the hard way. Take, for example, Labour candidates Amanda Caulfield and Liz White who in May failed to win election to Lambeth council; they have just found their way on to committees, with full entitlement to travelling and subsistence allowances and voting rights. Mary Leigh, the Tory leader, is spitting: "Both stood against me and both lost."

BARRY FANTONI



"Our Jack hated cringe. He only ate them to spite Edwina Currie"

Crowning all

Now we know. The Queen has given permission for Princess Michael to hang on to the proceeds from a TV adaptation of her book, *Crowned in a Far Country*, provided some goes to charity. In an interview in next month's *Good Housekeeping* she quotes Her Majesty as saying "Of course, of course, keep the money" when the request was put to her. However, the princess's publishers tell me that, despite the efforts of a high-powered agent, the TV company to make the series - in which she would provide the commentary "the way Alistair Cooke and Huw Weldon did" - has yet to be found.

Duke's hazard

Duke Hussey, Times director and BBC chairman designate, had a nasty brush with pickets outside our building in Gray's Inn Road, where he still has an office. As he got into a waiting car one picket slammed the door on his leg hard enough to inflict an injury. To the surprise of all the blow resulted in a metallic clang. The leg was Hussey's artificial one, replacing that which he lost at Anzio during the last war. "If he had got the other one," says Hussey, "it would have been very painful."

Net value nil

How much is Tottenham Hotspur star Glen Hoddle worth? Precisely nothing, according to the hard-nosed businessmen who run the club, the only Football League member with a stock exchange quotation. It's not that they think Glen, or any of his teammates, is rubbish; it's just that they don't count them as assets when drawing up the company balance sheet. "We write them all off," says chairman Paul Bobroff. PHS

A fairer deal in housing

by HRH the Duke of Edinburgh

Food and shelter are the two primary requirements of all families, yet the way they are treated could not be more different. People who are financially disadvantaged are given direct financial assistance in the form of unemployment, supplementary and other benefits. In other words the assistance goes directly to people in need.

In housing, for some not very obvious reason, we have inherited a system whereby the subsidy goes to the cost of the building of a house rather than to the person in need of a house.

Whether this was intended or not, the supply of rented accommodation has become restricted to local authorities, while house ownership is left to the market. Quite apart from this, the state of repair of a great proportion of our stock of housing is most unsatisfactory.

In its report last year, the Inquiry into British Housing, of which I was chairman, tried to analyse the reasons for this state of affairs and we came to the conclusion - unanimously as it happens - that there were a number of anomalies in the system. We also recognized that these were largely due to the accumulation of half a century of well-intentioned but disjointed legislative measures.

We noted three particular points. The virtual disappearance of housing for rent on the open market; the absence of any institutional investment in housing, in contrast to such investment in almost every other economic activity; the fact that owner-occupiers were given subsidies, through tax relief on mortgage interest, not available to tenants,

and that the expenditure on repairs and improvements was quite inadequate to maintain the quality of much of the housing stock.

As a possible solution to the problem of the lack of institutional and private investment in houses for rent, the inquiry proposed a rent regime based on capital values. If rents were to be linked to the value of the property, then investors would be encouraged to put their money into the provision of more and better homes for those unable to buy or who prefer to rent, perhaps for reasons of mobility.

We proposed that this system of assessing rents should apply to all landlords, including local authorities, so as to create fairness between all tenants; if some council rents were a bit higher, this would give the local authorities extra resources to provide improved housing services.

One of the reasons why house ownership has become so popular is that buying a house is a form of tax-free investment. The many economists we consulted all agreed that treating loans for the acquisition of property differently from any other borrowing distorted the market and had the effect of discouraging private investment in producing accommodation for rent. Tenants cannot offset rents against their tax liability, and those wishing to purchase land or property to provide rented accommodation cannot compete with those buying for owner occupation. The inquiry therefore recommended the phasing out of this form of tax relief.

For the less well-off who would be affected by the phasing out of tax relief on mortgage interest, the

inquiry proposed the introduction of a "needs related housing allowance" which would target government support specifically to those with low or limited incomes, irrespective of whether they wished to be home owners or tenants. This would replace the existing forms of personal support, including Mortgage Interest Relief (MIR). In the current year, the Treasury will forgo some \$4.75 billion in revenue through MIR. Redirecting this money to the lower income households would assist first-time buyers and also elderly home-owners who do not hold a mortgage and who do not have the means to maintain and improve their properties. It would also help tenants with lower incomes to pay their rents. Such an allowance seemed to us a much better mechanism for getting help to those most in need. We noted, incidentally, that MIR was of most benefit to those who paid the highest rates of tax.

The inquiry also had a number of points to make concerning local authority housing. We felt, in effect, that the proper role for these authorities was strategic rather than operational; that they should be "enablers and coordinators" rather than just landlords; that they should be concerned with the "common good" rather than becoming more involved in the housing market. Meanwhile, we felt that local authorities should have more freedom to use the capital resources they had accumulated, principally through the sale of council housing, to carry out the urgent upgrading needed on so many council estates.

As far as maintenance and repairs were concerned, we came

to the conclusion that many owners needed the sort of help which housing associations provided in their management of low-cost housing for sale or rent.

I believe that the great value of the report was that it tackled and discussed, without prejudice, most of the current issues affecting the housing situation and has led to a more uninhibited debate. I think it has encouraged people to realize that there really is a chance to improve housing by using the public resources already available in this field, and by attracting the very large sums of institutional money which could be drawn into housing for rent if the right circumstances were to be created.

It was never likely that such far-reaching proposals would be accepted overnight, even though the report explained carefully that our proposed measures should be phased in over a period of at least ten years. Nevertheless, as more and more people discuss our recommendations, it seems that they are being treated with greater sympathy.

At a recent reunion of the members of the inquiry, I was pleased to note that none of them - and they include economists and bankers as well as academics and housing experts - felt that any of the proposals should be amended. If this group of people, coming from different political perspectives, and with different housing interests, can reach, and maintain, unanimous agreement, I feel that there is hope of wider acceptance of the possibility of change. I can only hope that the inquiry has been helpful in suggesting the direction which these changes might take.

Conor Cruise O'Brien finds whites less tense as the violence subsides, but believes it may be only a lull before the fatal threshold is crossed

Cape Town When leaving Cape Town at the end of my last visit, in November 1985, I was given a cushion before driving out to the airport. David Welsh, my friend and host, explained that cars were often stoned by young blacks from bridges crossing the airport road; if our windshield was shattered, the cushion would protect my face from flying glass.

When I returned in the middle of August, David was at the airport to meet me. As we drove off towards the city, I said: "What? No cushion?" "You don't need one any more," he replied. "The stone-throwers have gone."

This is not to imply that South Africa is on the road back to normality. Far from it. But from the white point of view, things don't seem to be going downhill quite as fast as they seemed to be a year ago. The national state of emergency, declared in June, is seen as giving whites a breathing space. Violence in the townships may be as intense as ever - the reporting restrictions make it hard to tell - but at least black violence against whites has not intensified as fast as was feared. In some places it has even receded, as from the Cape Town airport road.

Also, and this is my principal impression of change, whites seem considerably less fragmented. Last year English speakers, especially business leaders, were angry with President Botha because his intransigence was felt to be provoking the imposition of sanctions; at the same time, many Afrikaners accused him of weakness by trucking to foreigners and blacks. Now both channels of anger have subsided or are directed elsewhere.

As far as the cleavage between Afrikaners and English speakers is concerned, this seems to be narrowing under the pressures. Both now sense a common interest, a need for the other's help, in beating sanctions. Business leaders talk less about the immorality of apartheid and Botha's unreasonableness and more inclined to talk about such matters as harnessing the weakness of the rand, which pushes up the price of imports, to motivate sanctions-busting. Liberals seem somewhat numbed by the discovery that they, who have always opposed apartheid, are now among the targets of international anti-apartheid campaigners. They always knew they were lonely in South Africa; now they know they are also lonely in the world at large.

Nationalists on course to win the next election

It has seemed to me, talking to some of them in this South African spring, that a temptation beckons: "If I am going to be rejected by the outside world anyway, might it not be nice to get a little less lonely in South Africa itself?" They are nudged in this direction by such things as the foreign boycott of South African academics, who are among the vanguard of the anti-apartheid movement. This, incidentally, helps the regime's message: "All whites in the same boat."

At the same time, Botha's disdainful treatment of the Commonwealth eminent persons group and of Sir Geoffrey Howe, and his declaration of the national state of emergency, show him, to his own people, as a tough leader. The recent Klip River by-election suggested that the National Party should win a general election comfortably, so one is expected fairly soon. It will not be this year, however, but next, to give the Nationalists further time to sway those Afrikaner voters in the Transvaal tempted to support the far right.

South Africa: revolution with the brake on



Afrikaners generally seem to be getting a bit more bullish again. The sharp rise in the price of gold, even in the shadow, or perhaps because of, sanctions, seems to some a symbol of the inherent soundness of the economy. That feeling is strengthened by a more positive Afrikaner view of the English-speaking business community: no longer seen as "selling South Africa short", but increasingly as moving to put its skills, resources, and connections at the disposal of the regime (and its own interest) in the coming battle against sanctions. But more than anything else, the mood today seems to be governed by a recovery of confidence in the leadership.

Although white South Africans know they are far from being out of the wood, indeed may never get out of it, the wood itself now appears a little less menacing. English speakers unburden themselves freely to visitors. Afrikaners are less easy-going, but those who will talk often do so in an illuminating way, so it is not too hard to make a reasonable guess at prevailing moods and attitudes in the two white communities. Not so with blacks, even with those educated blacks who are in most frequent contact with whites. Such contacts, under "neo-apartheid", are quite common, but they tend to be stylized and close to non-contact.

Where black leaders are articulate, in a racially mixed gathering - as "student leaders" often are - they are likely to speak in unison, in accordance with the current ANC line. They are delivering a collective message, participating in a campaign. Dialogue is just about possible, but individuals who may have reservations about a particular aspect seem expected to remain silent. Information about moods, and variations of moods, is not explicitly conveyed under such conditions.

My own impression is that the black mood for the moment is a bit down: in negative concordance to the current white mood. That apartheid will end, no educated

(and some of the first fumbling attempts have been abandoned).

But efforts to make such attacks succeed are likely to be intensified as the pressures inside the townships build up. To many people, suffering from the constant attentions of the police, the people who can carry the war into the enemy's camp will be heroes. And in the townships, increasing numbers of young blacks have literally no other career open to them except that of a hero.

That the threshold will be crossed seems probable. That the regime's initial response would include retaliatory violence, on a scale not yet attempted, is safely predictable. Beyond that, the guessing gets more difficult.

Sweeping reforms only under a period of martial law

In an earlier article on this page I argued that massive repression by the regime, involving perhaps thousands of black dead, could precipitate "united superpower consensus", leading to a blockade, an international ultimatum and the capitulation of the apartheid regime.

I still think that within the bounds of eventual possibility. But certainly there are other possibilities. In an important recent book, *South Africa Without Apartheid: Dismantling Racial Domination* (Mashew Miller Longman, Cape Town) Herbert Adam and Kogila Moodley say that the white rulers really would not have all that much to lose by agreeing to elections on a non-racial basis. Such elections would result not in whites being swamped by a uniformly hostile black mass but in the emergence of many disparate forces, some of which, in the economic field especially, would have common ground with whites in that they would have something to lose, where is true of everyone, everywhere, who has a job.

All that is so, but I doubt that an all-white electorate can ever be convinced that it is so. If the South African leadership ever voluntarily decides to effect the great transition, I think the thing would have to be done by suspending the constitution and operating under a transitory period of martial law. The leadership could be convinced of the need to do that by the predictable failure of repression to restore order, and by the reluctant acknowledgement that only a new regime, of recognized legitimacy, could succeed in bringing that transition about.

As for the white electorate, it would, as it were, fall asleep under the anaesthetic of martial law and wake up under non-racial institutions. That is about the most favourable of possible scenarios. There are many others.

I tried out these ideas in an address to members of the South African Institute of International Affairs in Cape Town last week. Reactions were mixed, and often lively, but generally not dismissive. I had dinner afterwards with three senior members both of the Institute and of the Afrikaner establishment. My impression was that they didn't feel inclined to rule out such developments, as a line of last resort for Afrikanerdom, but that they did not think Afrikanerdom had as yet got anywhere near the stage of last resort.

In any case, such developments seem rather remote. I confess, in Cape Town's white suburbs this spring, with yet another all-white election on the way, but there is still uneasiness in the air. No one thinks that that symbolic cushion may never again be required, at the threshold.

© Times Newspapers, 1986.

Roger Scruton

Enslaved by the media

Had it been suggested to me five years ago that a Conservative foreign secretary might take part in discussions with Oliver Tambo - president of the ANC, member of the World Peace Council (the most notorious of all Soviet front organizations) and apologist for organized terror - I would have dismissed the suggestion as wholly ridiculous. And had it been suggested that HM Government might treat the ANC not only as a legitimate organization but also as the principal representative of the black people of South Africa, I should have supposed myself to be dealing with a case of advanced paranoia.

To whatever depths of dishonesty and confusion the Foreign Office might sink, I would have said, it could never be so indifferent to the truth as to overlook the distinction between the Xhosa and the Zulu peoples, to ignore the Leninist nature of the ANC and its largely Xhosa leadership, or to turn a deaf ear to such statements as Chief Buthelezi, Bishop Lekanyane and Bishop Mokoena who repudiate the ANC and all it stands for.

The fact is, however, that western foreign policy towards South Africa is now dictated by the media and expresses, not only the cavernous ignorance which it implies, but also the kind of rootless awe in the face of violence which is the mark of a journalistic mind. That Mrs Mandela incites her countrymen to unspeakable cruelties; that Oliver Tambo works openly for violent revolution; that the ANC is a terrorist organization, in league with the Communist Party and profoundly hostile to western interests - such facts, far from exciting fear and disgust, exert a morbid fascination over the western media, whose denizens fall over themselves seeking to legitimize this new revolutionary movement.

We have witnessed the phenomenon many times: in the undermining of the Shah; in the destruction of American will in Vietnam and Cambodia; in the encouragement offered to Turkish anarchists. At first there is a period of reasoned discussion. As time wears on, however, outrage begins to prevail - for outrage plays on our guilty feelings, and casts the journalist in a priest-like role. At a certain point to accumulated sentiment attains a critical mass, and an uncontrollable explosion occurs. Thereafter it ceases to be possible to inject into the frenzy the grain of good sense that would quieten it.

But the emotion lasts only so long as our own guilty feelings. Once the blacks of South Africa have been "liberated" by Oliver Tambo, the media will be as indifferent to their sufferings as they are now indifferent to those of the people of Vietnam, where half a million political prisoners are held without trial in 150 "re-education" camps, where 65,000 are estimated to have been executed since 1975, where the press church is persecuted, the press

silenced, and all opposition to the prevailing terror "liquidated" in accordance with established Leninist procedures.

Of course, the experts tell us that it will be different in South Africa. But on what evidence do they base this judgement? Is it not likely that South Africa will follow the course taken by its nearest neighbours? By Angola, for instance, where a government of Marxist terrorists is maintained in power by the Soviet-Cuban war machine? Or Mozambique, where a one-party dictatorship, sustained by the secret police, presides over a starving populace? Or, perhaps, by Zimbabwe?

In fact it is to Zimbabwe that the experts turn for their preferred instance of "peaceful transition". So what is Mugabe now promising the citizens of his proposed one-party "democracy"? The answer is contained in a single communist phrase: "socialist legality". All our laws, Mugabe said recently, "should be formulated in such a manner as would facilitate the restructuring of our society in order to construct a Socialist state". The Roman-Dutch law - long-standing foundation of legal order through much of Southern Africa - is to be replaced by a system in which there will be no punishment but only "rehabilitation and reorientation of criminals and other social deviants".

Accordingly, the Minister of Justice, Edmore Zvogbe, has emphasized that the state will no longer be bound by the decision of its courts. In other words, there will no longer be a rule of law in Zimbabwe. And where there is no rule of law, no individual can safely criticize those who hold power over him. Hence, under the new order promised by Mugabe, there will be no place for opposition either inside or outside parliament. Nor is this surprising. As the Soviet psychiatrists have discovered, nobody in his right mind can be opposed to socialism. During the transitional period, there may be spasmodic outbreaks of "social deviance"; but the facilities will be provided (as they have been provided in Vietnam) to ensure the "reorientation" of those responsible.

There will be no outcry in the western press. By announcing his wholehearted commitment to "social justice" Mugabe has won the respect of the western establishment, and even an honorary doctorate from the University of Glasgow; and by loudly decrying apartheid, he has proved beyond doubt that he is not a racist, so facilitating his persecution of the people. What matter that he now proposes to abolish the rule of law - last hated remnant of colonial oppression?

It is unfeasible to say it, but it may be true, that it is better even for a black man to be governed by a law in a place where he has no vote than to be governed lawlessly by a party that allows him to vote, but only for itself.

The author is editor of the Salisbury Review.

moreover... Miles Kingston

GötterDämerung explained

After its Covent Garden triumph, Welsh National Opera is about to go on tour with its production of Wagner's *Ring*. Now, many people are uninterested in opera, which they consider to be music for people who do not like music, and many more people do not like Wagner, which they consider to be music for people who have lost their religion, but even they must be intrigued by the idea of a Welsh version of the *Ring*.

For them, and for all who cannot get tickets, I am today starting a brief résumé of the *Welsh Ring*, to be serialized here for the next two weeks.

Act One
Wotan, the head of a large Welsh development company, has recently completed the construction of a huge leisure centre known as Valhalla in the mythical Welsh valleys. In the nearby hills live the gigantic warriors known as the Welsh rugby players, while in the galleries running beneath the earth live the dwarfs who dig up coal, gold and bits of old steam engines. As the opera opens, Wotan sings of the hard struggle he had to raise money for the leisure centre, of his battle to overcome planning objections and of his fears that the dwarfs who work in the galleries will be too poor to pay to get in. He also sings of his recent holiday in far-off Spain, of the difficulty of understanding Welsh language programmes on Channel 4 and of the incessant rain.

Mrs Wotan then enters and asks what he is singing about. Wotan realizes that he has been singing all by himself, with nobody listening, and tells her he will sing it all over again. Never mind about that, says Mrs Wotan, there's someone at the door who wants to know when he is going to get the money he lent you to build Valhalla.

Act Two
Enter Mr Yamahoto, president of a Japanese car company, who in fact lent Wotan £4 million to build another car factory in the legendary Welsh valleys. He tries to get his money back from Wotan. Wotan kills him.

Act Three
Enter Mr Yamahoto's twin brother, the new president of the Japanese car company, who explains to Wotan in song that it's no use killing Japanese car executives, as there will always be another one along in a minute.

To stave off Mr Yamahoto's claim, Wotan offers to take him to a game of rugby between the giants and the dwarfs. He accepts. Meanwhile a messenger arrives with the news that the Severn Bridge, the legendary link between Wales and England, has been closed because of light drizzle and that nobody may leave or enter the country save by the railway tunnel built by the dwarfs. Wotan forecasts that one day the bridge will fall.

Act Four
Before the rugby match, Terry, one of the giants, is found donning his magic cloak of invisibility which will prevent the referee from seeing any foul he commits. As he changes, a messenger arrives from the lands of the north, promising him £70,000 a year to play Rugby League. Terry says he will think it over during the game, and could he have £500 to see him through to the final whistle.

Wotan arrives at the game with Mr Yamahoto who says he will be prepared to overlook that outstanding £4 million if Wotan will let him have Mrs Wotan as his new wife. Wotan cannot believe his ears and thinks there must be a mistranslation. Sadly, he is right: what Mr Yamahoto is saying is that Mrs Wotan reminds him of the dusk over Fuji Yama.

Act Five
The game starts. Within five minutes the giant Terry has punched one of the dwarfs in the face, but goes unpunished because of his magic cloak. Suddenly a hole in the ground opens and a troupe of dwarfs emerge from a secret gallery beneath the ground, to pelt Terry with lumps of coal. Soon he is entirely covered with coal except for one chunk through which he pushes a message which says: "Don't worry, I shall be playing for Bradford this time next week." The dwarfs set fire to the coal. It starts to rain, which puts out the fire. Darkness falls. The pubs open. A Welsh merchant bank slowly collapses. The act ends as Mr Yamahoto asks Wotan to demonstrate Welsh rugby for him and Wotan puts his thumbs into Mr Yamahoto's eyes. (Don't miss tomorrow's instalment of the *Welsh Ring*!)

LETTERS TO THE EDITOR

PRESENTATION, POLICY AND THE TORY FUTURE

This year's Conservative Party conference is promised to be the slickest, smartest and most expensive ever. If Labour can offer soothing slogans and dewy bouquets, Saatchi & Saatchi are not to be left behind.

Pre-conference discussions have been concerned with "Right-to-Rent" policies and inner city schools, with the case for Trident and the case against hospital waiting lists. But just as much talk has been about "presentation", a word which, for all that it is now one of the most encumbered in the whole political lexicon, is the one which representatives seem most to wish to hear.

The rest of the country may be forgiven a feeling of ennui. The great "presentation" debate, to be begun by the Party Chairman, Mr Norman Tebbit, in his opening remarks today and to be continued in a full session before the Prime Minister's speech on Friday, is a sceptic's paradise.

It is easy to view the pre-election parades (of all parties) as a chance to find the truth behind the carefully arranged tinsel. The political fight becomes an extended conjuring trick in which the honours go to the magician who is least often rumbled by his audience. Not so much a Party as a party, for the serious business of politics, it is argued, look elsewhere.

There is a degree of truth here. For a true picture of Labour it is certainly necessary to look beyond the Blackpool roses to the unilateral disarmament, the financial profligacy and the extremists waiting in the wings. For a true picture of Tory conferences it is too often necessary to decode speakers' real concerns about policy from their comfortable statements about the Government's failure to get its message across.

This year at Bournemouth, however, rather different problems of presentation have to be addressed. They are not the problems of the Labour Party. They are not even the problems of the Conservative Party five years ago.

Mrs Thatcher is not, like Mr Kinnock, a new leader who needs to show that the party is united behind her: she is an old leader who needs to show that she is not a one-woman band. Nobody can accuse of her of being opposed to consumer choice: but when it comes to electing a Prime Minister she has to counter the charge that she is offering just one choice, herself, and for the third time.

These are uncharted waters, and for much of the year since the Party last met at the seaside Mrs Thatcher's Government has looked perilously out of its depth in them.

There was the Westland

affair. (Who will take Mr Heseltine's place this year in the hearts of the blue-rose brigade?) There was the Westland fall-out - the U-turns over the car industry, the defeats on Sunday Trading. They in turn had less publicised political effects, most important the attempt by Mr Norman Tebbit to monopolise the manifesto-making process, to steal the chalice of Thatcherism before (as he mistakenly saw it) the cause of the Conservative right became irreparably damaged.

Since the beginning of the Summer, matters have to some extent improved. The polls show Labour still failing to break through and the Alliance on the retreat. Mrs Thatcher has re-established control over her Party headquarters. Mr Tebbit is back in the fold.

The Cabinet is more united than it has been for many years. There seems to have been some genuine synthesis in the Tories' divergent faiths: the radicals sounding less hostile to the role of the State, the consolidators sounding more happy to embrace the Government's achievements.

Yet it has to be said that so far it is a somewhat subterranean synthesis. It has to be understood by all members of the Cabinet that the future direction of Conservative Government is still unclear. The Government lacks not so much cohesion as coherence. That is the issue which the real "presentation debates" (the ones in the corridors, not the conference hall) have to address.

Some part of the problem is the political role to be played by the Prime Minister herself. In the past ten years she has identified herself strongly with consumer power, with an end to ramming down the customer's neck whatsoever the producer wanted to provide, with the beginning of the process (viz. Jaguar and British Airways) of licking the country's producers all they provide what the consumer wants to buy.

This has worked. Union members have grown suspicious of union bosses. Millions more families have chosen their own homes and their own share portfolios. Supermarket shoppers have become more choosy. But they are also becoming more choosy in the supermarket of political policies, where Mrs Thatcher is more associated with giving the customer what she thinks is right than giving what the customer wants.

Strong leadership can easily become tiresome if there are no new issues - no Falklands, no miners' strike, no double-digit inflation, no winters of discontent - to make the voters grateful for it. In a

period of comparative stability electors concentrate on their shopping lists. They look for better schools, better health services, a better deal for the poor - areas where the polls reveal Mrs Thatcher to be no great personal asset.

The electorate is by its very nature ungrateful. It has a large number of political choices to turn to. There are Liberal answers, SDP answers in profusion, Labour answers, all with a smack of novelty. There is a growing band of floating voters, playing in a three party game where rules and results are unclear.

The Conservatives have to make sure that there are Government answers: too. That will not necessarily be easy. To say that consumers are volatile in their choices is not to say that they are consistently volatile or that they cannot be loyal to their new choices. Those many who have decided that Labour has the best policies on the Health Service may retain that belief until the reality of Labour government has proved otherwise. Much time, opportunity and territory has already been lost.

To make up ground, for example on education and training, it is vital that the Government is seen as a team of coordinated individuals not of cowed ciphers. To consolidate what has been regained it is equally vital that the Party is not satisfied with one presentational tour-de-force by Mr Kenneth Baker. The Conference slogan is "The Next Move Forward". There are many hard moves ahead.

Unlike Labour's advertising men, Saatchi & Saatchi do not have to struggle to deceive the public about the very nature of the product on offer. They do not have to distract attention from rotten nuts in the political chocolate bar. The appropriate analogy is not with consumer advertising at all. The marketing of Mrs Thatcher is more akin to making corporate images of oil majors or drug giants. Such campaigns are some of the hardest to devise. Their efficacy is the most doubtful; the prizes the greatest.

The conference will hear Government ministers give a daily list of head-line grabbing proposals - as demanded by Mr Tebbit. It will be told that the defeat of inflation is not just a victory in itself but a proof that the Government delivers its promises.

The country, however, needs to hear more than that. It needs to know that the Conservative leadership has long-term promises that are worth making, that it has a vision of the future, a vision that of necessity will not be made reality by the Prime Minister alone.

Remaining doubts on prosecution

From Lord Scarman
Sir, You are clearly right in commenting (third leader, October 2) that prosecuting in England and Wales has now undergone a sea change.

Some of us wonder, however, whether the process of criminal trial and appeal is even yet sufficiently supported by our pre-trial procedures. Until the recent reforms introduced by the Police and Criminal Evidence Act 1984 there was in our system a dangerously low level of supervision of the processes of arrest, interrogation, and charge. Even today the critical phase, interrogation, is in reality conducted and supervised only by the police within a police station.

The trial and appeal process, which is open and judicial, has shown itself an uncertain instrument for uncovering irregularities, and worse, in the pre-trial process. And judges, confronted at trial for the first time with medical or scientific evidence, have not always been able to detect its weaknesses.

There is in our pre-trial procedures even today a great deal of the development of injustice which can, and sometimes does, escape detection during the subsequent trial and appeal process. The Confrat case, to which you refer, is a good example; and there would appear to be grounds for querying the justice of the convictions in the Guildford bombing case and in the Maguire explosives case.

These cases were under the old law. Can we be sure that the reforms in police procedure and in prosecution will suffice? I am not sure. Meanwhile, let us consider

the possibility of judicial control of the pre-trial process, as in France and other civil law countries.

The cry of "inquisition" will go up. Maybe, however, an inquisition process in the control of a judge is the logical conclusion to the welcome reforms of the last few years.

I am, Sir, your obedient servant,
SCARMAN,
House of Lords,
October 3.

Shortage of lawyers

From Mr Peter Britton
Sir, The failure of the crown prosecution service to recruit sufficient solicitors for the London area, as reported in Frances Gibb's article (September 25) may not just be due to insufficient remuneration.

Many of your readers may not be aware that crown prosecutors will not be permitted to practise their skills in the crown courts. They will be expected to take all the responsibility for the administration and preparation of criminal cases, but there has been no commensurate extension of their rights of audience.

It is therefore perhaps hardly surprising that the limitations of the service as a meaningful career to solicitor advocates, coupled with the comparatively low levels of salary on offer, should create a shortage of suitable applicants for the posts available.

Yours faithfully,
PETER BRITTON,
Windsor Ridge,
Brow of the Hill,
Leziate,
King's Lynn, Norfolk.

Silent service

From Rear-Admiral J. R. Hill
Sir, David Giles in his letter (September 30) was no doubt right in saying that the Soviet Navy has made advances in quietening its submarines and will make more. But his inference that this would make the British Trident force vulnerable does not follow.

Western ballistic missile submarines have always been designed to be quiet, and improvements continue. More to the point though, they can and do operate quietly.

There is a world of difference between the detectability of a submarine that is being operated to avoid detection - the habitual mode of the ballistic missile submarine - and that of a submarine being employed tactically to seek out and destroy opposing forces, and having to use noisy speeds and manoeuvres in consequence.

Silencing of Soviet ballistic missile submarines will of course decrease their own detectability but, as has been pointed out in recent academic work, this tends to increase the stability of the overall strategic balance rather than reduce it. Silencing of Soviet tactical submarines will help them hardly at all in their thankless task of searching the vast ocean spaces that a Trident boat can effectively occupy.

A dialogue of the silent is no more effective than a dialogue of the deaf.

Yours faithfully,
RICHARD HILL,
Cornhill House,
Bishop's Waltham, Hampshire,
October 2.

From Vice-Admiral Sir Ian McGeoch

Sir, Mr David Laurent Giles is to be congratulated, surely, on bringing to public attention - especially

during the political conference season - that characteristic of the submarine-launched ballistic missile system in which its unique power as a deterrent to nuclear attack resides, namely its capacity for concealment.

It is the one and only strategic nuclear weapon system which cannot be pre-emptively attacked with the precise timing and certainty of success without which it is inconceivable that, even in theory, such an attack would ever be launched. This is nuclear deterrence *par excellence*.

Does anyone believe that if the Japanese had been thought, let alone known, to possess an indestructible nuclear weapon retaliatory system, the Americans would have dropped the A-bomb on Hiroshima?

The silencing of Soviet submarines to the same degree as our own (and comparison in this respect is both complex and dubious) could not guarantee to the Soviets the ability to knock out even one Trident submarine on patrol, on the other hand, guarantee for Britain powerful leverage in the arms control negotiations which must surely be pursued, for all our sakes, in the name of national security.

Would it not be wise, therefore, to begin by seeking the elimination of all the nuclear weapon systems, airborne, land-based, or sea surface-based which, because they may be pre-emptively attacked, are deployed in equivalent strength by both sides and hence do nothing to compensate for the unfavourable balance of Nato's conventional forces *vis à vis* those of the Warsaw Pact?

Yours faithfully,
IAN McGEPOCH,
Southern,
Castle Hedingham,
Halstead, Essex,
September 30.

Dissidents in gaol

From the General Director of Keston College
Sir, After presenting an impeccable argument in its first two columns, your leader (October 2) on the "East-West trade" in human lives goes off the rails in its final section.

Few readers will fail to share our distaste at the principle behind that bargaining. In 1978 two Soviet spies were worth five high-profile, human-rights activists in jail. In 1986 one Soviet spy is worth one innocent American and one top dissident. The price has come down slightly.

However, your claim that "the Gorbachev leadership has increasingly sent inconvenient individuals into emigration. There will be fewer and fewer people for the Kremlin to trade in future" is incomprehensible.

There are, at the very least, 400 religious activists still in prison or exile, some serving a second, or

even a third, consecutive term without release. Among them there are many prominent names from the 1970s, and indeed the 1960s, such as the Russian Orthodox priest, Fr Gleb Yakunin, the Ukrainian layman, Iosyp Terelya, and the Lithuanian Catholic priest, Fr Sigita Tamkevicius. They all support the Helsinki principle of religious liberty.

Besides them there are still thousands of political prisoners who must be hard put to it to perceive any way at all in which "the scene is changing". The Helsinki Agreement is the most specific charter they know, but under this they have for more than a decade sought precisely these generalized rights for which your leader calls.

Yours faithfully,
MICHAEL BOURDEAUX,
General Director,
Keston College,
Heathfield Road,
Keston, Kent,
October 2.

Personal affront

From Lieutenant R. R. Best RN

Sir, Mr J. M. Meade's letter (October 2) concerning the usage of the personal pronoun with regard to ships shows a degree of ignorance not uncommon to those outside the seagoing fraternity.

The use of signals such as "I have lost my steering gear" or "I have run aground" refer to the intentions and actions of the ship as represented by her commanding officer. Thus the personal pronoun is entirely appropriate in these circumstances.

Furthermore, it is long established nautical practice to refer to ships as "she" and the qualities they possess as "hers". This reflects the interest, and often unique character of the vessel. Yours are,

RUSSELL BEST,
Commanding Officer,
HMS Mentor,
BFPO Ships,
October 2.

Sale of vicarages

From The Archdeacon of Exeter
Sir, I assume that your correspondent, the Reverend J. W. Masding (September 27) would wish us to see the former rectory now used as a school by the Rajneesh sect as a typical example of a generally attractive house well integrated with the parish church.

The Church in the countryside undoubtedly has to cope with substantial problems, but these will not be solved by asking men to live in houses the diocese cannot afford to maintain, the clergy cannot afford to heat, and their wives find an intolerable burden to keep clean.

Those such as Mr Masding, who seek to take us back to a golden age which did not exist, actually discourage the Church from realistically assessing and coping with its current problems.

Yours faithfully,
JOHN RICHARDS,
12 The Close,
Exeter,
Devon.

Controversy on student loans

From the Principal of St David's University College, Lampeter
Sir, It is to be regretted that the Committee of Vice-Chancellors and Principals has now agreed to support the principle of a mixed system of student grants and loans. They may well find that this is the thick end of the wedge.

I say this carefully, since your comment (leading article, September 25) immediately assumes the next logical step.

It would be a positively good thing if loans persuaded them (students) to compare the relative long-term advantages of different courses - especially since courses attracting commercial sponsorship will gain a relative advantage.

Universities will then be under increasing pressure to offer courses designed to attract commercial sponsorship and, by giving or withholding their largesse, commercial companies will increasingly control both university admission policies and course contents.

It would be naive to imagine that commercial companies will sponsor anything but commercially valuable courses or subjects, and students' freedom of choice will be artificially restricted. I would be interested to hear from any commercial company prepared to sponsor a student to read a degree in classics, or Welsh, or philosophy, or theology.

We are assured that Mr Kenneth Baker is "not overlooking the sponsorship of students by employers". Perhaps he, and they, would attempt an answer to a question which perplexes me: how many philosophers does the State need?

I am, yours truly,
BRIAN MORRIS, Principal,
University of Wales,
St David's University College,
Lampeter, Dyfed.

From the Principal and Vice-Chancellor of the University of Strathclyde

Sir, It is important that those who resist loans should understand the motives of those who advocate them. For most of us, they are a part of a strategy to make possible the admission of many more students into higher education.

They are intended to address the realities of the present financial problem of students. They are intended to reduce the dependence of students on parental contributions. They are intended to increase the independence of students and universities generally.

The most damaging aspect of higher education in Britain remains the low participation rate. To improve that, we need also to widen the basis on which universities, polytechnics and colleges are funded, even if that is at some sacrifice to those already in the lifeboat.

Yours sincerely,
GRAHAM HILLS,
Principal and Vice-Chancellor,
University of Strathclyde,
McCance Building,
16 Richmond Street, Glasgow.

Sir Robert Helpmann

From Mr Leo Kersley

Sir, Those of us who during the thirties regarded Helpmann and Turner as the two original bright rising stars in the British firmament of male dancers who made their names outside the confines of the Ballets Russes must have been pleased to see the generous coverage given to mark the death of Sir Robert in Sydney aged 77 (Obituary, September 29).

Two matters of fact, however, need comment for the sake of posterity and also one matter of opinion, more important. First, Helpmann was never, during the war, "reserved as being indispensable". Miss (now Dame Ninette) de Valois was adamantly against asking for any male dancer to be exempted from war service.

She was fortunate in having available Helpmann, who was Australian, Gordon Hamilton (dancer), Alexis Rassinne, from South Africa, and David Paltridge (a Swiss national), and with them she managed to survive the call-up of such dancers as Ashton, Somers, Ellis, Newman, Hart, Field, Carter and many others who were taken without "reservation" of any kind.

Secondly, Helpmann only took leading parts "to which he was not naturally suited" when absolutely necessary: he danced the Blue Boy in "Les Patineurs" twice only when illness would otherwise have caused a change of programme. He only danced "The Wise Virgins" six times in all.

What some of us, however, who knew Bobby since the mid-thirties will be unhappy about is your obituary's extremely spiteful and superfluous comments on Helpmann's private life. I worked for the same company during the war years and can state from experience that whoever happened to be a favoured companion, this never in any way affected the casting of his ballets, as I and other (married) men could bear witness (the contradiction to some other choreographers I might cite).

And insofar as "proselytising" goes, whenever I saw Bobby he was always surrounded by a mass of attractive young persons of both sexes all trying to get off with him (some with more success than others, naturally).

"An amusing companion, with an abundance of wit and fantasy?" Is that how we are expected to remember Bobby, having swallowed your previous put-down? Yours more in sorrow etc,
LEO KERSLEY,
Harlow Playhouse,
The High,
Harlow, Essex.

ON THIS DAY

OCTOBER 7 1882

Shutters were closed in London when the death of Lord Tennyson (1809-92) became known. Poet Laureate since the death of Wordsworth in 1850, he was buried in Westminster Abbey. A volume of his poems, the proofs of which he had revised shortly before his death, was published posthumously.

DEATH OF LORD TENNYSON

It is with the deepest regret, a regret that will be felt throughout the whole of the English speaking world, that we announce the death of Lord Tennyson, which took place very early yesterday morning, at his house at Aldworth, near Haslemere.

With the sanction of Lord Tennyson's family we are privileged to publish the following account of Dr. Dabbs of the Laureate's last illness.

"For some time he had been, if not exactly ailing, insecure as to his general health. Sir Andrew Clark sounded the first note of alarm some months ago, and all of us were keenly alive to the necessity for extra care. It was evident that the debility was rapidly increasing, and that the end was merely a question of time. The tendency to fatal syncope may be said to have really commenced about 10 a.m. on Wednesday, October 6, when, on October 6, at 1.45 a.m. the great poet breathed his last.

"Nothing could have been more striking than the scene during the last few hours. On the bed a figure of breathing marble, flooded and bathed in the light of the full moon streaming through the oval window; his hand clamping the Shakespeare which he had asked for but recently, and which he had kept by him to the end; the moonlight; the majestic figure as he lay there, 'drawing thicker breath', irresistibly brought to our minds his own Passing of King Arthur. His last words were words of love addressed to his wife and son - words too sacred to be written here.

THE POET'S LIFE AND WORKS

"He lived to a good old age; he did great and imperishable work; his name had long been a household word around the hearth and in the hearts of his admiring countrymen, for he was eminently the poet of the feelings and the affections; and if he cared for lower honours and for riches, he had won enough of both to satisfy his ambition. The greatest of men, conspicuous men are often the least to be envied; but we should say that few lots were more enviable than his. The son of a clergyman in affluent circumstances, life from the first was made smooth and pleasant to him. From the first he found delight in a congenial vocation; and his gentle nature became his philosopher's guide in the boundless realms of the fancy. When most boys are drooping at the grammaire, or beginning to labour over the grindstone of Latin verse, he wrote flowing poetry, which is readable and was full of promise for the future. The promise was promptly recognized by those who were nearest and dearest to him; and he had never to complain of that lack of encouragement which may chill the nascent genius. The temperance of the poet. Perhaps the excessive partiality of his friends, through the triumphs of the future justified their foresight, may have helped to provoke the severity of unkindly critics. Yet many an aspiring and self-confident poet would have given much to secure such universal notice as was speedily bestowed upon Tennyson. Susceptible he might be, like all refined and original spirits; but nature had gifted him with sterner qualities as well. He had a self-confidence which some pronounced overweening, and a resolute devotion to his art which rose superior to satire. At one time he seemed to stand at 'the parting of the ways'; and a weaker man might have chosen the worse, which would have led him downwards towards lull mediocrity. Tennyson at that critical turning point gave proof of his good sense and worldly wisdom. On calmest thought he profited by the stinging criticisms which had provoked him to first into indecent outbursts of temper. He meditated and laboured over his gracefully polished work; each melodious line and measured couplet was the deliberate expression of his feelings; he wrote slowly and published leisurely. The rich exuberance of fancy was topped and pruned; his deepest sentiments were seldom obscure; the loftiest flights of his philosophical mysticism rarely carried him beyond reach of the perceptions of his intelligent worshippers.

Scanning the portents

From Mr Geoffrey Hall

Sir, The reference (Dr Giles, September 27) to the widespread practice of testing a patient's intellectual faculties by questioning him about the identity of current heads of state reminded me of my father's examination some years ago.

When asked the name of the prime minister he replied: "I'm afraid I don't know, but I can easily find out for you."

Yours faithfully,
GEOFFREY HALL,
Cleeve Cottage,
Milford, Stafford.

Time and place

From Ms Sarah Houghton

Sir, Last Friday, on a bus in Baker Street, I solved clue 8 down "Sherlock Holmes". I wonder whether your readers have examples of similarly appropriate locations?

Yours faithfully,
SARAH HOUGHTON,
31 Canfield Gardens, NW6,
September 29.

Edited by Matthew May

COMPUTER HORIZONS/1

The drive for better links

Eight leading European computer firms have formed a company to try to help the push towards a set of common standards for linking different types and brands of computer-related equipment. Called SPAG Services — based on the membership by the companies of Europe's Standards Promotion and Application Group — it will develop testing services with the aim of showing users that future information-technology products from different manufacturers will work with each other and conform to ISO standards. The companies involved are ICL, Olivetti, Siemens, Bull, Nixdorf, Philips, Thomson and Stet.



'It probably means we're in for more violent systems' crashes'

COMPUTER BRIEFING

What's in a midframe?

Sperry, now a subsidiary of Burroughs, has introduced a "midframe" computer which it describes as combining the operating advantages of a mainframe with the ease of use of smaller systems. It is the first product to use a new chip set developed by Sperry that depends on just six chips to provide mainframe power.

Four models are being introduced, ranging from a single processor — with up to 12 megabytes of main storage and up to eight 170 megabyte disk drives — to a multi-processor system with four processors. Prices start at £150,000.

Electronic PO

The Post Office has made some tentative links with the growing electronic mail business. In a joint venture with the modern manufacturer, Dowty, the Royal Mail has announced a service which lets micro computer users send messages to telex and facsimile machines, or even people who do not have any equipment.

The software has been designed by Dowty for the IBM PC and compatibles, as well as the British-built Apricot. Information is transmitted to a central Intel post facility, which will then deliver the message in a variety of ways, depending on how much the customer wants to pay.

Details: Telephone 0635 33009.

Funding for AI

The Manpower Services Commission is to spend £3.2 million on developing artificial intelligence (AI) systems to help in training. The money, which will be spent between 1987 and 1990, is to go towards projects demonstrating the use of AI and developing training programmes using them.

Developments in artificial intelligence are opening up new training possibilities, said the MSC chairman Bryan Nicholson, but he has warned that Britain's spending in the area was a drop in the ocean compared with the £500 million of the Japanese.

He said: "We cannot hope to match that investment in terms of scale so we must ensure that the lessons learned in one industry are passed on to others."

Hong Kong gets a £5m Big Bang

By Maggie McLening

As the London Stock Exchange makes its final preparations for the Big Bang financial deregulation of the City at the end of this month the Hong Kong stock exchange is gearing up for a similar change of its own perhaps even more significant for British technology.

The new Hong Kong exchange officially opened for trading yesterday equipped with a £5 million computer system, designed and supplied by Jardine Logica, a company jointly owned by Logica and Jardine Matheson.

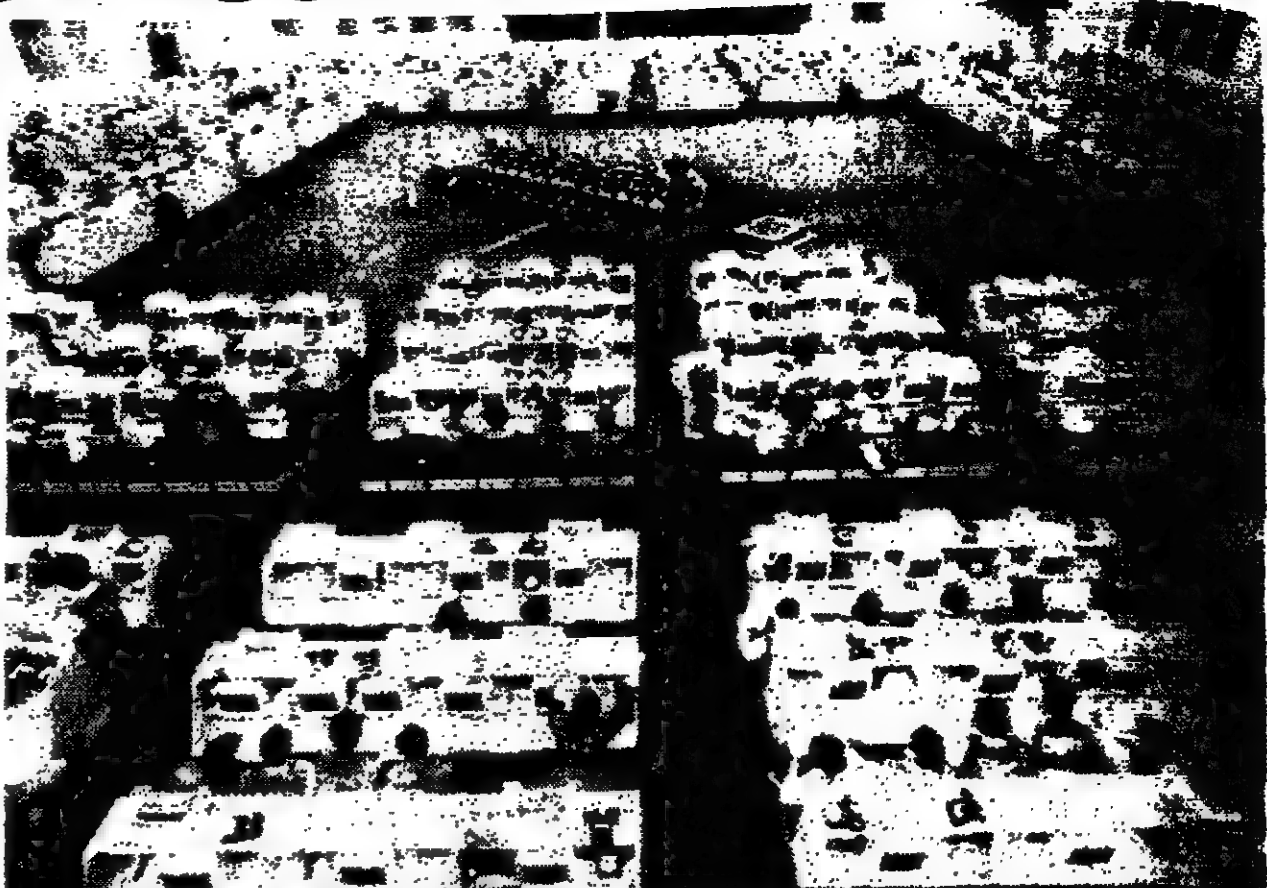
The exchange chairman, Dr Ronald Li, says he intends to turn it into the financial centre of Asia, which could make it a permanent and expanding showcase for British technology in the Far East.

The newly-united Hong Kong stock exchange is a merger of the Far East, Kowloon, Kam Ngan and original Hong Kong Exchanges which will have more than 900 dealers.

FINANCIAL

Unlike the London Stock Exchange, Hong Kong has never discriminated between brokers and jobbers, so its Big Bang exercise hinges mainly on the introduction of computers. Eight hundred booths have been equipped with monitors and custom-built dual-mode terminals designed by Logica's engineering and systems group linked to nine fault-tolerant computers from Tandem.

The keyboards are unusual in that they do not include any alphabetic characters, in the interests of speed, displaying Chinese characters on high-resolution monitors. Brokers can access up to 400 pages of information, using a



The new Hong Kong stock exchange: A possible showcase for British technology in the Far East

teletext-based system, about the top 20 stocks, the current status of every listed stock, and general financial statistics. Response times average three quarters of a second and this has the advantage of not slowing down with more users because it is a broadcast system.

Computerization has been a compromise between technology and tradition. In theory, brokers could run their entire business from outside the building, performing all transactions on line, but the exchange and the securities commission wanted dealers to

remain on the floor and to retain limited hours of trading because they believe this stimulates business.

Dr Li says he has no plans for 24-hour trading or developing on-line international connections with other exchanges. He does, however, have plans for various other extensions of the computer system, such as a central clearing system, because this would simplify settlements.

The automatic execution of transactions, in which buyers and sellers are matched in price and quantity by computer was rejected because Hong Kong brokers were wary of committing themselves too soon and typing errors. Automatic matching of the

20 most active shares is, however, under consideration and may be introduced later as an option.

The computer system unofficially went live on April 2 because the merging of the four existing independently operated exchanges precluded any kind of parallel run.

Jardine Logica organized 50 training courses, all but one in Chinese, with a test at the end of the statutory 30 hours. Brokers who failed had to undergo further training, but almost all passed first time. Even so, Dr Li decided to wait six months for the formal launch, saying: "Because it involved computers, we didn't want to have a no-go situation with 6,000 people watching." He also plans a secondary

market, equivalent to over-the-counter. If it is approved by the government, handling small investments in large numbers of small enterprises manually was impractical in the past, but Dr Li believes the exchange's computerization could quickly turn this into a thriving area and at the same time assist local start-up companies.

There have already been some spin-offs for British business from this Far Eastern showcase. Jardine Logica has been invited to put in a joint tender with Tandem to computerize San Francisco's Pacific stock exchange, and Dr Li says many other exchanges considering computerization are awaiting the Hong Kong opening with interest.

UK events

- Electronic Point of Sale Exhibition, Barbican, London, today until Friday
- Dec User Show, Barbican, London, October 14-16 (01-608 1161)
- Computer Graphics Show, Wembley, London, October 15-17
- General Practice Computer Exhibition — Medical computing, Forum Hall, Wythenshawe, Manchester, October 23-25 (021-525 8708)
- Appleworld, Business Design Centre, Upper St. London N1, October 29 - November 1 (01-631 6262)
- Compec, Olympia, London, November 11-14 (01-821 5555)

- Microes in Design, Design Centre, Heywood, London SW1, November 12 - December 19 (01-638 8000)
- Computers in the City, Barbican, London, November 18-20
- British Telecom Network Strategy Conference, Sedgwick Centre, London E1, November 18-19 (01-608 1161)
- CIMAP — Factory automation, National Exhibition Centre, Birmingham, December 1-5 (01-831 3429)
- High Technology in Education, Barbican, London, January 21-24 (01-608 1161)
- Videotex User Show, Barbican, London, January 28-30 (01-608 1161)
- CAD/CAM 87, Metropole Hotel, NEC, Birmingham, March 24-26 (01-608 1161)

ERICSSON AMBASSADORS OFFER YOU MORE THAN OTHER COMPUTER DEALERS

Take a business problem to the average computer dealer, and he'll probably offer you a computer.

But take it to an Ericsson Ambassador and the computer hardware could, quite literally, be the last thing he'll recommend. Ericsson Ambassadors are computer dealers who, like Ericsson themselves, are more concerned with long-term solutions than with quick sales.

They're called "Ambassadors" because that's exactly what they are.

People who have a thorough, insider's knowledge of the area — yet speak your language. They are there to help you achieve your goals by every means at their disposal.

Which includes expert advice, training facilities, a vast choice of software and computer peripherals of all kinds, from modems to mice and from simple printers to specialist plotters.

Plus the world-renowned Ericsson Personal Computers, which have been described as "the best thought-through personal computer system in the world."

So, if a word of advice, better software or a simple upgrade for your existing equipment will give the result you want, then that's what they'll recommend.

And if a hardware solution is indicated, the system you get will be the system you need. And nothing less.

With computers, as with every other type of business decision, the more options you can examine, the better the solution will be. And your Ericsson Ambassador can show you more and better options than any ordinary computer dealer.

So make full use of him. Call Henrik Skouby now on 021-707 3050 for the name of your local Ericsson Ambassador.

ERICSSON AMBASSADOR

Ericsson Ambassadors talk your language.

Ericsson Information Systems 1508 Coventry Road Yardley Birmingham B25 8BN

The tests that help you make that final selection

APTITUDE

By Pat Sweet

Though most people's last encounter with formal testing methods was the 11-plus at school, many computer staff are likely to find that aptitude, ability and especially personality tests will play an increasingly important role in data processing recruitment.

A study carried out in the UK last year by the firm Occupational Services found that 50 per cent of employers use aptitude tests for entrance into information technology careers with a growing number of companies also using psychometric tests to collect information about a candidate's personality as part of the procedure for selecting senior staff.

"For those people who haven't used computer skills before, it's an aptitude test. But it can also be used to test the abilities of people with 10 years' experience," said Stephen Helms, manager of testing services for BIS Applied Systems.

During the past 16 years it has supplied its aptitude and ability test to 600 customers and now sells 8,000 tests a year. Its test consists of five problems. The first two test the candidate's ability to follow detailed instructions and simple logic in order to make valid deductions.

The candidate then has to manipulate symbols and concepts which have been explained in the style of a programming reference manual. The final logic problems

assess concentration, staying power and accuracy.

The recruiting company is then presented with a two-word summary of the applicant's overall performance, an assessment of the speed with which the test was completed and a few paragraphs of text indicating strengths and weaknesses.

A candidate who was unable to sustain concentration on intricate logical problems, for

as such but are designed to measure personality, motivation and interests.

Lisa Cramp, a Saville and Holdsworth senior consultant said: "Five years ago we were asked for a lot of aptitude testing and not much personality measurement. Now we do far more personality measurement. Computing is a classic example of an industry which is changing."

"It's no longer full of backroom people who just sit and write programmes. There's a lot of stress on communicating with the user and being a good manager. For computing jobs, people are often most interested in how innovative a candidate is like and whether they are prepared to work independently or need group involvement."

The test essentially asks candidates how they would choose to behave in certain situations. If they have a project to do, do they prefer to plan it all ahead, to plan just the outline, or to take it as it comes?

Lisa Cramp said: "People often think they are very good at assessing someone, but it won't be an objective assessment. They weigh up their own experience and prejudices, and often come up with a very simple classification — that someone appears confident, for instance."

All test suppliers point out that a test score should be used simply as another piece of descriptive information to accompany the candidate's track record and interview performance.

Personality tests are becoming increasingly important

example, would probably not be considered a good bet as a systems software programmer. Some computer companies have now gone on to use tests to measure motivation and management potential.

Psychometric test specialists Saville and Holdsworth offer multiple choice style tests which fall into two broad categories.

The first measures aptitude and ability which are characterized by a clear right answer and a set time limit. Like many others, they are designed to mimic the job the applicant would eventually be doing.

The second group are a set of personnel questionnaires. These have no correct answer

as such but are designed to measure personality, motivation and interests.

Lisa Cramp said: "People often think they are very good at assessing someone, but it won't be an objective assessment. They weigh up their own experience and prejudices, and often come up with a very simple classification — that someone appears confident, for instance."

All test suppliers point out that a test score should be used simply as another piece of descriptive information to accompany the candidate's track record and interview performance.

Personality tests are becoming increasingly important

example, would probably not be considered a good bet as a systems software programmer. Some computer companies have now gone on to use tests to measure motivation and management potential.

Psychometric test specialists Saville and Holdsworth offer multiple choice style tests which fall into two broad categories.

The first measures aptitude and ability which are characterized by a clear right answer and a set time limit. Like many others, they are designed to mimic the job the applicant would eventually be doing.

The second group are a set of personnel questionnaires. These have no correct answer

as such but are designed to measure personality, motivation and interests.

Lisa Cramp said: "People often think they are very good at assessing someone, but it won't be an objective assessment. They weigh up their own experience and prejudices, and often come up with a very simple classification — that someone appears confident, for instance."

All test suppliers point out that a test score should be used simply as another piece of descriptive information to accompany the candidate's track record and interview performance.

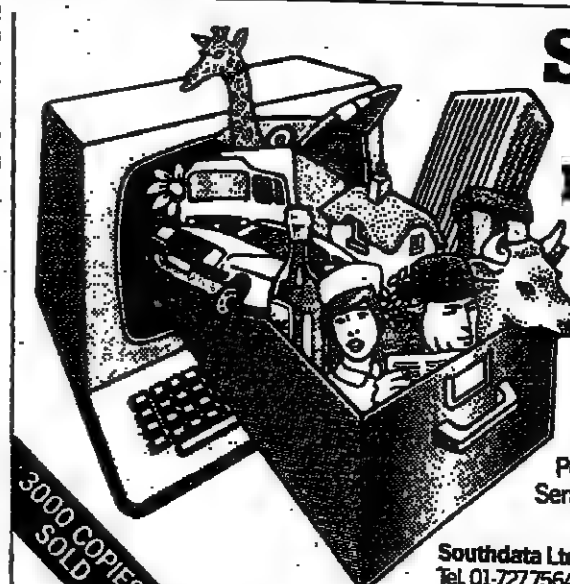
Personality tests are becoming increasingly important

example, would probably not be considered a good bet as a systems software programmer. Some computer companies have now gone on to use tests to measure motivation and management potential.

Psychometric test specialists Saville and Holdsworth offer multiple choice style tests which fall into two broad categories.

The first measures aptitude and ability which are characterized by a clear right answer and a set time limit. Like many others, they are designed to mimic the job the applicant would eventually be doing.

The second group are a set of personnel questionnaires. These have no correct answer



SUPERFILE manages real life data

Data is rarely as neat as most database management packages would like. Things come in all shapes and sizes — only Superfile has the flexibility to cope with the messiness of real life information. Made and supported in Britain, Superfile runs under MS-DOS, PC-DOS, MUCCP/M, Xenix, Unix, VMS. Send for brochure or ring

Southdata Ltd 166 Portobello Road, London W11 2EB Tel. 01-727 7564 & 01-229 2724

Economic
amble
that paid
richly

Pay the right mo
get the right st

LETTERS

Compaq Portable

Wright Air
Conditioning

AMSTRAD PC
DEMONSTRAT

Call 01-828 9000

PRICES FROM £300

AC WPCOMPU

IBM PC 20MB

IBM PC 20MB

IBM PC 20MB

Economic gamble that paid richly

The spectre of a new brain drain is abroad — a Labour government which, it is argued, could raise taxes and drive out a new wave of fortune-seekers.

But one first-generation brain-drainer back in Europe last week disagrees. David Jackson, the Yorkshire-born president of the Silicon Valley firm, Altos Computer Systems, had far better reasons for moving to the US in the mid-1960s.

For example, the winter of 1963 and a flat in Kew, the prospect of buying a house that wouldn't cost five times his annual salary (£500 at the time), and an alavistic impulse that goes back to the days of empire and probably beyond — that, Englishmen have always travelled.

Holding court at a European conference last month of his 10-year old, \$100 million company, Mr Jackson said: "The brain drain to me was mainly economic — it was a question of salary and what you could do with it."

He was brought up in a mining village near Doncaster and graduated from the Royal



California gold: Dave Jackson, Altos president, found wealth outside Britain

College of Science in 1959. At English Electric he was one of 50 graduates serving a two-year apprenticeship. Of the 50, 20 subsequently went to the US.

"The country lost a lot of talent, more than I'd ever realized," he said. But he is dismissive of his own contribution: "Where there's silicon there's brass. You don't have to be brilliant to

PEOPLE

By David Guest

start something in California — you have to be stupid not to."

In many ways Mr Jackson is a model Californian. He jogs, wears open-necked shirts and is worth a substantial amount of money. But he's still a

British subject and would sooner talk about the sacking of Geoffrey Boycott than the sacking of the San Diego Chargers' quarterback.

"They asked me to become an American, but I said 'No, I'm a Yorkshireman,' why would you want to change?"

But, he said, he couldn't have created Altos in the UK. In 1965 he turned \$2,000 from a stock option into \$40,000 by playing the stock market. "I put \$5,000 into a house, borrowed \$500,000, and started a company," he said.

It was like playing double or quits with your life. You can always start a technology company on no money. In England it's not just the money, it's the attitude that's got to change."

He sold that company to another US firm called Perce, leaving himself with \$100,000

after paying back his venture capitalist. "I went back to the UK for a year and looked around to raise some money to start a little printer company, but it was as difficult in the Seventies as it had been in the Sixties."

Returning to the US he started Altos with his remaining funds plus \$10,000 from the banks. "Later a venture capitalist put in \$1 million for 5 per cent of the company," he said.

Mr Jackson admits to nostalgia, saying with one breath that "Palo Alto's got everything I want" and with the next: "It's as English as you can find in California."

"I'd like to set up a European organization for Altos with English headquarters, going public through London," he said.

US chip giants fight off strong Japanese threat

The aggressive stance US semiconductor manufacturers have taken in recent days to thwart their overseas competitors may foreshadow the beginning of a new phase of chip manufacturing.

During the past three weeks, the US semiconductor giants Motorola and Intel have seen major new products evolved from their respective 68000 and 80386 product lines — while they both hit out at the Far East competitors which they blame for lowering the world price for microcomputer processor products.

Motorola's chairman John Mitchell was in Britain last week visiting the company. He said he thought South Korean and other Far East-manufactured chip products have kept down the prices of semiconductor products in the short term, despite the best efforts of the Japanese government and individual Japanese companies to stop the dumping of their microprocessors on the US market.

Intel, meanwhile, has been battling the Japanese electronics giant NEC in its courts over alleged infringements of its 8086 microprocessor (the same computer processor type used in the IBM PC) in NEC's V20 and V30 microprocessors.

Intel maintains that critical portions of microcode embedded in the 8086 processor were copied by NEC for the design of its V20 and V30 processors which are used in a number of leading Japanese IBM PC-compatible desktop computers.

Last month a US federal judge made an interim ruling on the case — declaring that copyright did exist on the microcode and thus scoring a major point in favour of Intel, which launched the case more than 18 months ago.

Intel is seeking both damages and an injunction which will prevent NEC from selling the V20 and V30 chips in the US. NEC claims that it created the microcode

development ventures with other major firms. If companies become too suspicious of one another over copyright, that trust and co-operation might be threatened.

The issue was undoubtedly not far from NEC's corporate mind last week, as negotiations with Honeywell and Bull continued with a view to combine Honeywell's information systems business with that of NEC and Bull.

Large companies are not, however, the only target of US legal wrath. A lawsuit brought by the US chip manufacturer National Semiconductor against the Taipei microelectronics firm United Micro electronics will be heard in late October.

National Semiconductor alleges that the Far East company — which is partially owned by the government of Taiwan — is selling a type of integrated circuit that is similar to a National Semiconductor chip, and thus the company has violated a 1983 agreement between the two firms and improperly used confidential design and manufacturing information.

Again the spirit of Far East-West co-operation will undoubtedly be under threat by the settlement of a copyright dispute in the US courts. And the decision last month to uphold the existence of copyright in microcode is likely to make an important difference to the outcome of such cases.

THE WEEK

By Geoff Wheelwright

Independently of Intel and only built-in emulation functions so that the chip could be used in IBM-compatible personal computers.

If Intel wins the case, there could be major repercussions throughout the PC hardware business as the legal status of PC clone machines from several major Japanese business computer makers, including Epson, is brought into question.

Perhaps more importantly for the long-term health of the semiconductor industry is the effect these legal proceedings will have on the future of co-operative ventures between the world's electronics firms.

NEC, the world's largest manufacturer of semi-conductors, has a long and illustrious history of co-operative chip

Pay the right money, get the right staff

From A. Sandman, London NW1

John Taylor, director of Hewlett-Packard's new research laboratory in Bristol, complained in Computer Horizons (September 23) of the difficulty in recruiting the right calibre of staff.

Has it not struck him that low British salaries in the field are the cause. Mr Taylor wants professional staff at non-professional salaries.

He should ignore the fact that British engineers are cheap and pay a decent salary such as American engineers

are available to producer and purchaser alike. Packages which qualify can display the well known and accepted kite mark.

From Alan Benjamin, Director, Cap Group, London

After the ACARD report, headlined recently in *The Times* as *Software Industry Doomed*, comes an article in *Computer Horizons*, *The Threat to UK Software* (September 16).

The article, like ACARD, again draws upon one segment of the market and confuses it with the success and prospects of the industry.

There will never be a time when applications software is only packaged — indeed as the Computing Services Association recently reported packaged software revenues are declining especially in the US.

System software, that which manages the hardware, is either produced by the manufacturer or by independent companies. The latter are having a tough time competing with the manufacturers but the fact that most hardware manufacturers are not in Britain is not the fault of the British software industry.

Software tools are useful but are yielding productivity gains which are still modest, despite the claims being made, as for some customers design functions are simple, while for others they are very complicated and the tools not yet sufficiently rigorous.

To say that British companies ignore these tools or are complacent is frankly against the evidence. However, the article is consistent with our national disposition for self destruction. Thank goodness it is only fiction and let us hope the investment community misses it.

LETTERS

are paid and he will find recruitment will soon look up. From Mark Mathison, Harrow, Middlesex HA3 8TD

You gave us details of the National Computing Centre software testing scheme in *Computer Horizons* (September 30). With 2,000 programs available and testing to cost an average £4,000 a piece, the scheme will generate more than £8 million.

However, since testing will take about four weeks, there is a potential requirement for 8,000 testing weeks. There is little doubt that delays will occur.

Even before the scheme has started the NCC has found it necessary to delay issuing certificates until March next year in order to give others in the queue a chance.

While I acknowledge the need for action to improve software quality this scheme must be an inefficient and uneconomic way to address the issue.

A simple and effective solution would be to publish standards under the British Standards Institute and make

Compaq: Portable £1250!

Compaq Portable 256k RAM, 2 360k drives, dual-mode display, £1250. Special offer on the new smaller Portable II model 3, 80286 processor (8mb), 640k RAM, 10mb hard disk, 360k floppy disk drive, combined graphics and text display. Please phone for Morse prices on the Portable Plus, Deskpro and Deskpro 286 products. Deskpro 386 prices & information — available now! 78 High Holborn, London WC1V 6LS. Telephone 01-631 0644. Telex 262546.

COMPAQ

Wright Air Conditioning
— for your computer room
COMPUTER ROOM CONSTRUCTION, AIR CONDITIONING, MAINTENANCE & CONSULTANCY
BIRMINGHAM
BRISTOL
GLASGOW
LEEDS
LONDON
NEWCASTLE
WOLVERHAMPTON
021-773 9421

AMSTRAD PC1512 DEMONSTRATIONS

Call 01-828 9000 now!

Networking · Training · Maintenance
10,20 & 40Mb upgrades from £350
Software · Epson printers

PRICES FROM £399 ex VAT

C/WP COMPUTERS
SPECIALISED SUPPORT FOR BUSINESS COMPUTERS

IBM PC, 20MB £1295!

True, The IBM PC, 256k RAM, 360k disk drive, UK keyboard, monochrome display, mono printer adaptor, Basic & Guide to Ops, complete with Tandon 20MB hard disk & controller. IBM PC complete with 2 360k disk drives £970. Basic PC configurations from £600. IBM AT/XT 20MB, complete, £2850. Special prices on Proprietary & Proprietary XL. All prices subject to VAT. 78 High Holborn, London WC1V 6LS. Telephone 01-631 0644. Telex 262546.

IBM

ONCE EVERY GENERATION A MAJOR DESIGN ADVANCE MOVES A WHOLE INDUSTRY FORWARD

Apricot XEN is a remarkable high performance computer system.

Firstly, it gives you the world's most advanced stand-alone PCs that are fully IBM® AT compatible. But in one simple step, it can also take you to a large scale multi-user installation.

What's more, even your existing IBM® compatible, and Apricot PCs can become part of this system.

And under the unique XEN Advance Plan, all these XEN computers can be upgraded to our most powerful model.

As you'd expect, they will run the world's largest range of software. But far faster than ever before.

You can have a XEN computer on your desk from £1,998*.

Call Freefone Apricot for your nearest dealer.

XEN : HIGH PERFORMANCE MULTI-USER SYSTEMS

The system illustrated is the XEN-400 with optional XEN-TEL high resolution colour monitor. * For the Apricot XEN-400 featuring: 8 MHz Intel 80286 processor; 512K RAM; high resolution mono monitor; 105MB Winchester disk; options of 5.25" floppy drive with 1.2MB capacity or the new Apricot high density, 3.5" Microfloppy drive with 1.44MB capacity. Price excludes VAT. IBM is a registered trade mark of International Business Machines Corporation — Microsoft is a registered trade mark of Microsoft Corporation Inc.

COMPUTER HORIZONS/4

The right pitch for a career in sales

JOBSCE

By Eddie Conter
What constitutes a computer sales person? Natural "gift of the gab"? Pleasant presence, ability to persuade and sell anything, knowing how to get a customer always to say yes, fast talking, a little pushy perhaps?

It's the type of image that many people might conjure up if asked to describe someone who sells for a living. But it is not typical of most computer industry sales people, some of whom might even be a disaster in different sales environments.

With computer sales being one of the highest-paid jobs in selling, it is not surprising that people involved fit a slightly different profile. Few ordinary salesmen can sell high-powered computers.

Apart from developing their knowledge of computer technology, many sales people in information technology have a grass-roots background in a different profession.

Often the sales person may not enter the computer industry until his or her mid-20s up to mid-30s, usually with the intention of establishing a solid future professional sales career where their expertise will be applied to computing.

Often the target will be the world of large systems — the lucrative earnings end of the computer sales market — where success is certainly not achieved through quick-fire patter and foot-in-the-door sales methods.

Rather, a large system sale usually comes as a result of a year or more dedicated effort coupled with a thorough grasp of the customer's business needs and backed by a good number of years in professional computer sales.

Apart from the frequent microcomputer high street sales end of the market, a career in computer selling can be financially rewarding. Many stories are told of earnings up to £250,000 in a good year — such cases are by no means rare.

More likely though, the average good salesman can think in terms of £35,000 to £50,000 a year after a number of years of solid sales experience.

Often, even with a good education and some practical working experience, preferably in data processing, you will need to progress through the ranks — trainee, executive, account manager, regional manager and so on — developing your computer industry knowledge as you go.

Experienced sales people operating in major corporate environments and selling million-pound plus systems are in essence trying to sell what is



Computer sales people often have a grass-roots background in a different profession

often described as the solution for the future.

At that level a solution may involve a total mix of hardware, software and communications and salesmen usually work as part of a team with other experts and other companies.

Computer sales people need to be able to plan ahead and project a customer's future needs in line with their own company's expected — and

confidence and ability to sell," he said.

"Choose a large reputable office equipment and automation company, such as Xerox, and develop basic sales experience. From there you stand a good chance of moving to a major computer manufacturer where you can begin to move up the sales ladder."

In the early years, experience will be gained in selling a variety of "boxes" for different applications. Later, as you progress to larger systems, you will have developed the understanding that enables you to sell "solutions".

Most of the computer industry places the emphasis now on providing solutions — and that needs knowledge of business applications. This opens up another area of entry into the eventual large systems sales arena.

"Increasingly we are looking for people with professional business experience," said Peter Thompson, head of Operational Development at Digital Equipment in Reading.

"Sales experience is not absolutely necessary to enter the sales trainee programme at DEC, but good knowledge of an industry or profession is required."

Working experience and qualifications in areas such as banking, accountancy or engineering, can stand you in good stead.

As with much of the computer industry, Digital rarely

takes on sales people under the age of 25. "Below that age people have insufficient experience to be able to deal with customers," said Mr Thompson.

"To start with, computer salesmen must have the ability to relate to a customer's business problem rather than an understanding of what a computer does. Sales expertise is less important than business knowledge," he said.

Highest-paid selling jobs

Despite the old adage that good salesmen are born, not taught, Mr Thompson believes that only 20 per cent of computer salesmen have natural ability. Most of them succeed through a combination of training, experience and learning based on self-confidence.

"When you are in the £100,000-plus systems sales bracket," he said, "smart-talking sales techniques will not get an order. Preparation of detailed, sometimes complex specifications and the correct business backup, will."

As most computer systems sales these days involve more than just selling hardware, there are possibilities to move into the large systems area from other parts of the computer industry.

At ICL graduates are often offered the opportunity to

Emphasis now on giving solutions

often as yet unannounced — future offerings.

To reach these sales heights, where earnings can be £50,000 to £75,000 or more a year, OTE — On Target Earnings — may take up to 10 years in the computer sales environment.

So where does the sales career start? There are a number of routes.

For someone with no knowledge of the computer industry or good knowledge of a particular professional market, the best starting point is in office equipment.

"Office automation sales," said Marcus Harvey, a large-systems sales recruitment consultant with Weybridge-based Executive Science, is a good starting point.

"First you have to decide on a sales career. You need to make up your mind that you have the intelligence, con-

Outsiders can cut data-processing time and money

DP STAFF

Life is changing in several of Britain's computer departments as an increasing number of "facilities management" teams move in to take them over. Geoff Wheelwright writes.

Facilities management, or FM, as it's known in the data-processing world, is the name given to the business of hiring an outside company to handle a company's data-processing needs.

It's a relatively new and still controversial method of handling traditional computing tasks, but the savings that it claims are making a fast growing field.

"The reduction in costs is normally around 25 per cent," said Mike Hawthorne, sales and marketing director for one company in the field. The Birmingham-based Data Network, argues that facilities management companies have a far more direct incentive to provide better data-processing performance than in-house departments as the company must prove its worth if its annual contract is to be renewed.

Facilities management is different from the heyday of computer bureau services before the advent of the PC which grew out of a need to allow small and medium-size businesses access to mini-computers and mainframe systems.

Bureaux required companies to send their work in for data-processing, while a facilities management company can replace an internal computing department and provide on or off-site support and back-up to internal company users.

Facilities management has its detractors, who suggest that it's a way that management can perform a hatchet job on computer departments while maintaining the appearance that it is improving the situation and providing a better, more accountable service for users.

Critics also suggest that while FM does remove the need for companies to extract themselves from directing involvement in choosing and implementing computer systems so they can spend more time on their mainline business, it also opens the

company's data management system to manipulation from an outside company which may know the computing side of things well, but doesn't understand their needs.

The question, of course, is what happens to the staff employed in the data processing departments that an FM team might displace?

Long-term work stoppages from such dissatisfaction could threaten whatever benefits FM would give that firm.

Mr Hawthorne claims that in many cases the staff will either be hired by the facilities management company or find work elsewhere in their existing firm. "It's really what the company decides they want to do. We might agree to take on

Job prospects and better salary

all the staff and then retain some at the site for the transfer of responsibilities," he said.

Once the FM team has done its job, only a few of the original staff taken over by the FM firm are likely to stay on the site of the company, they used to work for, having been moved on to other jobs.

Mr Hawthorne suggests that many employees like this way of doing things as they have a higher degree of job mobility and promotion prospects than in an in-house data-processing department as their experience will be wider.

Saving money and cutting the number of people on the payroll are not the only reasons why people look to FM contracts.

Many companies simply find it difficult to keep pace with the changes in computer hardware and software and find themselves distracted from their mainline business while they look at the ways in which they can get the most from their computer systems.

The last group of people you might expect to be enthusiastic about this idea is in-house data processing managers, whom it would appear have the most to lose by the introduction of an FM system.

But FM companies are so desperate for employees with high-level experience in in-house DP departments that they can often spend a lot of time trying to convince computer managers that a better salary and prospects of responsibilities for a number — rather than just one — of the company's data-processing needs will further their careers a great deal more than their current positions.



Prizes for the highest standards

The launch of the 1986 UK Computer Press Awards is announced today with entries accepted until the end of this month.

This is the third year of the event, sponsored jointly by The Times and Hewlett-Packard. Designed to encourage good standards in a sector with more than 200 publications.

This year there will be eight categories with the addition of a new award for the Computer Press Personality of the Year nominated by the entrants.

Entries for the first seven categories must be based on articles, magazines, pictures or programmes printed or broadcast between November 1, 1985 and October 31, 1986.

Editors may nominate candidates who have worked on their magazines, or journalists may submit entries for themselves.

Entry forms and a complete copy of the rules can be obtained from Horsley Associates, Capital House, 20-22 Craven Road, London W2 3PX (01-462 3347).

The winners will be announced at an awards ceremony at Claridge's on Wednesday, November 26.

William Rushton, the television and radio personality, will present the prizes which include engraved silver trophies, an HP Vectra desktop computer and printer, three portable computers and printers, £1,000 worth of photographic equipment and crates of champagne.

The eight categories are: Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

Computer Journalist of the Year (news); Computer Journalist of the Year (features); Computer Columnist of the Year; Computer Photographer of the Year; Best Designed Journal of the Year; Technology Programme of the Year; Computer Press Personality of the Year.

In Supply, our technical people think like business people.

Everyone who works in ICL's Supply Division has one clear objective in mind - to keep 15,000 customers in 80 countries fully supplied with whatever they need in hardware and software.

It's a mammoth task of logistics, and only the most sophisticated and responsive IT systems are capable of pulling together all the separate threads that go to make up an on-time delivery.

We're not short of technical resources to handle that task. We'll soon be installing our own new Series 39 mainframes and our DRS 300 modular office system. And with our need to communicate with so many different customers and so many different suppliers, OSI obviously looms large in our thinking: it's going to be the basis of our dedicated UK network, which will also feature X25 gateway protocols for worldwide interconnection.

But the kind of challenges we face won't be met by technical solutions alone.

Working in Supply with ICL is also a big test of personal commitment, because our Supply Division is right in the front line when it comes to maintaining and developing customer relationships. At the same time, it's a business in its own right, with its own commercial goals to reach.

If you can make that commitment, and if your considerable technical skill sits in a mind that's strongly business orientated, there can't be many environments as stimulating as ICL's Supply Division.

Or many jobs as interesting as these.

Tactical Development Manager £17,500 pa

Supply Division's business needs are changing the whole time. So the big task facing our new Tactical Development Manager is to ensure that the development of our systems satisfy both technical and business criteria, and to implement them while they're still relevant. It's a job that's all about managing change - change in systems, networks, software and hardware.

So the most important qualification is evidence that you've successfully implemented projects that achieve significant change in both a technical and a business sense, and with a minimum of disruption. We're not talking about small projects, either - 10 man-years or more is the sort of size we have in mind.

Business Analyst £15,000 pa

Wherever the Tactical Development Manager identifies the need for change, your job would be to make that change happen, by setting up and resourcing the project team who can deliver the goods, either from ICL's own considerable resources, or through independent systems houses, or through a mixture of both.

Once again, you'd have to satisfy business as well as purely technical criteria, so we're looking for evidence that the systems you've already resourced and managed from design to implementation have made a real impact on the business concerned.

Analyst Programmers £12,000 pa

Working in Supply with ICL is all about results, so we'll be looking for evidence that you can produce them in the form of a system or systems that you've actually programmed yourself, ideally in an ICL mainframe or distributed micro environment. Around 3-5 years should have given you the depth of experience you'll need.

Technical Analysts £15,000 pa

Obviously these systems will rely heavily on real technical expertise, and the men and women who take on these roles will need an unusually creative and innovative approach in order to diagnose problems quickly, and come up with workable solutions. To make sure that they are, you'll spend a considerable amount of your time talking to users, so you'll need to be able to see their point of view, and speak their language.

We need people to handle these jobs at both our principal locations in Kidsgrove, on the edge of the Cheshire countryside, and Stevenage in Hertfordshire. If you need to move, you'll find that relocation expenses are just one of the many benefits of working for today's ICL.

But even more attractive is the prospect of working on projects whose importance and influence is growing the whole time. Because, what we're doing in the UK today is only a forerunner of what we'll be doing throughout the world tomorrow.

If that's the sort of experience you're looking for next in your career, write with full details to: Steve Bell, Supply Systems Operations Manager, ICL, Westfields, West Avenue, Kidsgrove, Stoke-on-Trent ST7 1TL.

ICL

We should be talking to each other.

A MEMBER OF THE STC PLG GROUP

THE ARTS

Animal passions

TELEVISION

Paradise Postponed (Thames) is an excellent title, reflecting much more of its theme, socialism betrayed, than *Animal Farm*. If John Mortimer had wished, however, to lengthen it, he could, without loss of alliteration, have added a comma and the words "Paradise Postponed". Many of the characters in the story now unfolding take the earliest opportunity to behave badly, and live off unearned income.

Worst is Leslie Timms (David Threlfall), seen last night, in the fourth episode, as a rising property speculator and Young Conservative. He differs from the pigs in *Animal Farm* by at once admitting his desire to become one of the privileged elite. As the snobish Lady Grace Fanner (Jill Bennett) says, after Timms has trapped her daughter into marriage, "He's paid us the compliment of wanting to join us". With such swine as Timms gaining power, it is not surprising that the vision of the Reverend Simon Simcox (Michael Hordern) — a New Jerusalem, British and socialist — remains unrealized.

As in his adaptation of *Brideshead Revisited*, John Mortimer is using in *Paradise Postponed* the heightened realism at which he excels. His craftsmanship resembles the best of Edwardian work, solid but also beautiful. Clothes, motor cars, music (by Elgar), countryside, characters and their sines, all are of the best quality, which is to say rather more vivid than seems natural. They therefore make good television.

James Anderson, interviewed in *Famous Last Words* (BBC2) by Peter France, sees, as Chief Constable of Greater Manchester, the wreckage of the earth in a less lovely setting. "I've seen this society of ours over the last two decades deteriorate alarmingly", he says, telling us that we need to return to "old-fashioned ideas of right and wrong". He himself, a Methodist lay preacher, hopes one day to be received into the Roman Catholic Church.

Christians long ago accepted that paradise on earth is taking longer than anticipated to arrive. It will be interesting to see whether John Mortimer, whose works are full of God, will write his faith in a socialism which has also been put off.

Andrew Gimson

A phantasmal presence after the old master

Anthony Caro Waddington/Knoedler

Stephen Cox Tate

Michael Kenny Royal Academy

Helaine Blumenfeld Quinton Green

Angela Conner Browse and Darby

Inevitably the death of Henry Moore must seem like the end of an era, but it does also serve to turn our minds again to the present and future of sculpture in this country. And, though it is only a coincidence, it is a very timely coincidence that at the moment there are a surprising number of new sculpture shows around the West End, several in galleries that we do not associate with sculpture at all.

Frieze of place must go to the show, spread over three galleries in Cork Street (two of the Waddington spaces and the Knoedler Gallery), of recent work by Anthony Caro (until October 25). Not only because he is obviously one of the biggest names in British sculpture of the post-Moore generations (he even began working as an assistant in Moore's studio), but also, much more importantly, because this is unmistakably the best show he has made in a decade or so. These days we associate him primarily with his very faint, geometrical sculpture of welded steel from the early Sixties, and forget that he began as a representational modeller. But even in the first, most uncompromising abstraction, one could, with a bit of imagination, see suggestions of, say, a reclining human figure peeping through. And that phantasmal presence has remained.

Caro himself has readily admitted that often his work takes some initial inspiration from a representational sculpture of the past — Donatello, for instance, or Classical Greek — even though nearly all evidence of that heritage is effaced except for the artist himself. And now he seems to be going a significant step or two further. He has gone back to modelling, and has even produced some graceful, almost ethereal, female nudes mod-

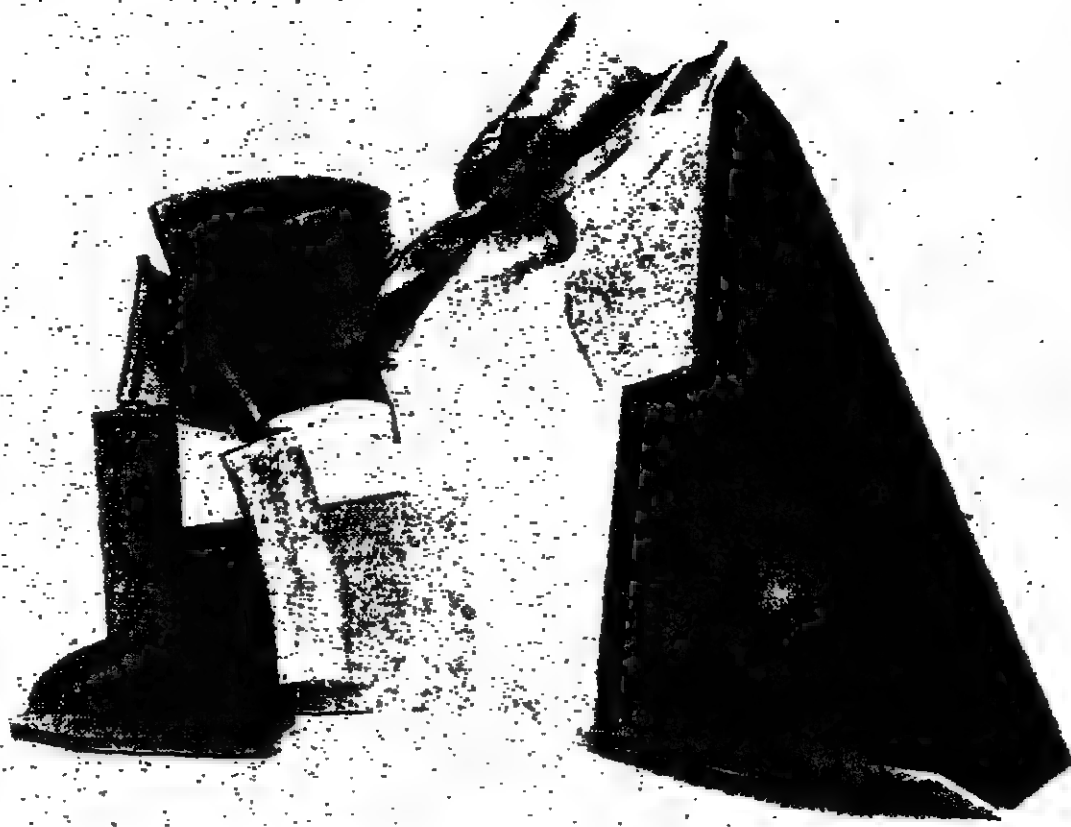
GALLERIES

elled from the life: a selection was shown in New Year earlier in the year, but not yet here.

The new show in London does, however, bring closer to the surface the representational basis: especially in the series of *Variations on an Indian Theme* at Knoedler, where the inspiration, an 11th-century Indian sculpture of *Flying Female Warriors*, is reproduced in the catalogue and is unmistakably present in the Caros, though gradually reducing in perceptibility as the series progresses. These works have a wonderful richness and interior tension. Elsewhere the manner can be monumental, as in the two biggest pieces, *Seamander* and *Rape of the Sabines*, or it can be improbably light and flighty: several of the table pieces not only have romantic titles like *Sea Symphony* and *Solar Wind*, but achieve an almost baroque quality as curls of metal, apparently unsupported, fly effortlessly through the air.

Stephen Cox began, in the public eye at least, as an uncompromising abstractionist, and a minimalist to boot. But in the last few years strong representational elements have been creeping into his work also, often in a curiously refracted form, through reference to such precedents as shattered antique wall-paintings or details of baroque sculpture. Last year he too turned to India for inspiration, spending some months out there preparing for a show in the Delhi Triennale which would be mainly conceived and executed on the spot. The show of recent work at the Tate until October 19 is substantially that Delhi show, but with some subtractions and some additions of work conceived in India but completed after Cox's return to Europe.

The Indian influence seems to have been very fruitful, giving him a whole new repertoire of images to work on. The largest pieces, *Rock Cui* and *Thousand Pillared Hall*, bear the same sort of relation to fragmentary Indian sculpture that Cox's earlier work did to relics of the Classical world, while in the smaller pieces, particularly the three floor-pieces called *Domestic Rituals*, he seems to have absorbed the Indian inspiration at a much deeper level, referring more to lines of Indian thought or Indian ways of perceiving than to the more superficial stylistic traits of Indian art. It is a fascinating development in this ever-fascinating artist. And, who knows, it may lead to a more relaxed and expansive approach: if



Representational basis coming closer to the surface in Anthony Caro's varnished steel *The Milky Way* (1985-86, above); and a fruitful Indian influence revealing itself in Stephen Cox's granite



one could reproach Cox with anything, it might be that he is just that little bit too controlled, too tasteful, too buttoned-up.

Michael Kenny, showing recent work in the still-unrefurbished Diploma Gallery of the Royal Academy until October 19, remains true to his established style: the elegant abstractions are linked by their titles to some outside reality, as here with the three groups called *Christ on His Cross*. But he too has been undergoing some changes of late: he has

taken to carving stone, and the effect is rougher and bolder than we have been used to in his modelled, assembled or wood-carved work. Also, it must be said, his drawings are so beautiful as independent work that one is sometimes in grave danger of preferring them to the less intimate and manageable sculptures they generally give rise to.

In Cork Street, again, there are two shows by women sculptors that are well worth contemplation. At Quinton Green until the end of the

week there is a modified version of the Helaine Blumenfeld show I wrote about enthusiastically from the new Whitechapel gallery in Coventry earlier in the year. The added works continue Blumenfeld's progression towards complete freedom of form: the extraordinary underwater fronds and fruits of the newer modelled work are highly expressive, but she also has an astonishing ability to bend the hardest marbles to her will, in fluid, vaguely anthropomorphic forms which change association and significance as one moves round them or as they themselves are moved and rearranged.

Angela Conner, at Browse and Darby until October 25, shows signs of a disturbingly split personality. Her abstract pieces, most of which this time round involve water moving them or flowing through, over and around them, are very imaginative, interesting particularly in their conception but also very effectively realized in the chosen materials, especially stone. On the other hand, her representational pieces, including the new version of the Yalta Memorial in South Kensington and the prize-winning maquette for a large sculpture at Louisville Airport, hardly rise above the level of kitsch. When she is good, she is very, very good, so no doubt we can overlook the fact that when she is bad...

John Russell Taylor

OPERA

Carmen Mariow Theatre, Canterbury

Robin Lefèvre's new production of *Carmen* for Kent Opera is the antithesis of Graham Vick's astonishing version for Scottish Opera. Mindful perhaps of the risks involved in doing something daring on tour, when invariably there are only one or two performances for audiences to assimilate new approaches, Lefèvre has opted for convention garnished by some fine detail. That applies also to Grant Hicks's set, a three-sided arcade which converts neatly from town square to café interior through the addition of a few shutters and vines, and then, by a process of subtraction, to a Gothic ruin for the act that takes place in the gypsies' camp.

Overall, however, the drama itself seems a little lacking in passion, partly because most of the principal characters are drawn too squarely. Carmen dominates the fate of herself and others rather than being seen to submit to external forces. But Ann-Mare Muhle sings and acts the part within that framework well enough, with an appropriate, slightly husky timbre, though unfortunately her accent adds to the stiffening effect. Micaela (Meryl Dwyer) is in both stature and manner a terrified schoolgirl rather than the symbol of constancy, while Escamillo (Alan Oke) is scarcely the sinister catalyst that he should surely be.

Howard Haskin's Don José in fact emerges as the central character. The slightly thin vocal quality he produced early on seemed to promise an anticlimactic end, but in the event he showed that he had plenty in reserve, and he acted throughout with a convincing dignity. This Don José may lack judgement and self-control (just as Carmen does) but he possesses unfailing confidence even when falling victim to Carmen's charms.

The chorus work is musically reliable if choreographically a little crowded, both with people and incidental detail, as if Lefèvre were worried that he might not have generated sufficient atmosphere. And in the pit Ivan Fischer, with a spruce though smallish orchestra, pushes the score along at a frenetic pace, perhaps forgetting that *Carmen* is not about feverish passion alone, but about the weaker, destructive side of mankind.

Stephen Pettitt

LPO/Tennstedt Festival Hall/Radio 3

If Klaus Tennstedt's Beethoven is becoming more Mahlerian, as has been argued in these columns, then at least his Mahler is staying very thoroughly Mahlerian: not only in its sweep, of course, but in the way this sweep is made to depend on an intensely felt awkwardness throughout the musical material.

Other conductors will make the first movement of the Third Symphony stride forward as a march beset by obstacles, and it works very well that way. But Mr Tennstedt found sounds of discord and hesitancy right from his cold, bare, slow treatment of the brass harmony on the second page.

There was never any doubt that this was a march for a funeral, nor was there any worry that Mr Tennstedt would overdo the disintegration, in spite of his nice line in toy sonarities up in the treble (a brilliant effect of pointlessness, used again in the second and fifth movements) and despite too the wide degree of freedom he allowed to his instrumental soloists.

CONCERTS

the end of this first-movement development made Mahler's later interest in lives seem obvious.

It perhaps comes down to a control of nuance that allowed Mr Tennstedt to make parts of the waltz as soupy as he liked while still leaving open the question of whether the feeling here is real or fake. There was the fantastic display of his command through all the gear-changes of tempo and texture in the complex scherzo, although so many cracking entries and excessively neat phrases gave an effect of contrivance, even self-indulgence, that was avoided in the rest of the performance.

In the Nietzsche song the brass, never quite settled all evening, were more perturbed by the slow tempo than was the warmly persuasive Waldtraud Meier. But in the finale their utterly plain chorales were as pure, grand and fulfilling as the cheerfully detached, almost Vaughan Williams-like string harmony. Together they enlarged the vision of Heaven, brightly introduced by the women of the London Philharmonic Choir and boys from Eton.

Paul Griffiths



Klaus Tennstedt: remaining thoroughly Mahlerian

Jorge Bolet Festival Hall

Only at this recital's conclusion was its predominantly serious, even slightly melancholy air dispelled. That was when Jorge Bolet offered a model demonstration of pianistic virtuosity applied to strictly musically ends: a big-fisted performance of Liszt's *Venezia e Napoli*, which did full justice to its lyrical as well as its glittering possibilities. In spite of his occasional "old school" grandiloquences, Bolet has never been content with showy facility. His choice here reminded one that he is happiest wrestling with the more profound end of the repertoire.

He began with two of Haydn's most intense keyboard works: the F minor *Andante con variazioni* and the last Sonata, in E flat. Nowadays one generally hears more pointed, airy Haydn playing; certainly, Bolet used too much pedal at times. Perhaps he was over-compensating for the Festival Hall's dry acoustics, which he is known to abhor. But his obvious concern to keep the dynamic range within classical constraints was admirable.

The technical carelessness which marred the sonata's ending was sometimes also apparent in Schumann's *Fantasia in C*, yet one never doubted Bolet's overall grasp of what this masterly but enigmatic work is about. He emphasized subtly, gave well-defined prominence to inner melodies that otherwise tend to be swallowed in the profuse figuration, and played the whole work, especially the final section, with a sweeping sense of rhapsody.

The recital's high point, however, was Bolet's sensitively coloured account of Grieg's G minor Ballade. The work comprises nine variations on a folk-song: it is a quintessential canvas of Nordic gloom, and not heard often enough. Bolet did not eschew its opportunities for more mercurial, lighter fingerwork, but his prime concern was to convey an inevitable movement towards tragedy: the stormy finale and its wistful coda set the seal on a performance of rare imagination.

Richard Morrison

Britten/Tippett Wigmore Hall

Nearly five hours spent mostly in the company of music by Britten and Tippett gave pause for thought as well as a good deal of pleasure. Sunday's extended concert was the first of eight at this hall during the next six weeks which will focus on the chamber works of the two composers to complement the symphonic programmes elsewhere, though the others will be of more conventional duration.

Contrast and concord might have been the theme of the assortment of vocal and instrumental music of which the two guitar works, written for and played by Julian Bream, could yield a fascinating comparison of musical personality on their own. Britten's contemplative *Nocturnal*, derived from John Dowland, and Tippett's exuberant rhapsodic *The Blue Guitar* were both played with a fine virtuosity that reflected thoughtful attention to the virtues of each.

The guitarist was also a spirited partner for Robert Tear in Britten's enchanting *Songs from the Chinese*, which date from 1957 and beautifully add to the list as well as the spirit of Arthur Waley's English translations. Mr Tear seemed less at ease with the Stowellian word-play of the composer's dainty tragic Canticle No 3, "Still Falls the Rain", though his piano partner here, Paul Crossley, was impressively assured in Tippett's Sonata No 4.

This most recent of Sir Michael's keyboard works, with its five highly-charged movements, conjures up an expansive sound-world of ideas and sonorities that haunt the listener's imagination long after the music has stopped. They were matched in the context of this programme by the admirable

consort of solo singers who make up the London Sinfonietta Voices, and whose performances of Tippett's "Dance, Clarion Air" and Britten's *Sacred and Profane* were a testament to the enduring beauties of English vocal writing.

Noël Goodwin

RLPO/Bamert Philharmonic Hall, Liverpool

It has taken some years for Steve Reich's *Variations for Winds, Strings and Keyboards* to reach Britain, and part of the reason may well be that a recording has less impact than a live performance. The concentration an orchestra needs in order not to lose its place in so many repeated patterns is something that communicates and contributes to the continued tension of the music. In the work's perpetual key-changes a wrongly placed accidental is more audible than in most music, and it takes only a moment's loss of concentration for the rhythmic scheme to lose its bite.

Another gain in a live performance is that it is easier to follow the logic of the changes between and within the rhythmic cycles of 11, 8 and finally 17 beats, and to hear the subtlety with which Reich developed those patterns. So Matthias Bamert's clear, almost clinical, beat was as helpful to the audience as to the orchestra. You could count the beats almost as if in Indian music while still hearing the broader panels more in terms of one of Reich's other declared influences, 12th-century organum.

After Reich's patterns, the patterns in the last movement of Elgar's Violin Concerto might have appeared in a new light. Sadly, however, Nigel Kennedy played as though he had done the work several times too often. He showed no inclination to follow the unusual lead Bamert set in the opening tutti. Too many phrases were played according to his long-established patterns with no sense of reaction to what the Royal Liverpool Philharmonic were doing around him. If Bamert had difficulty following his idiosyncratic tempo-changes it was only too easy to sympathize. One might have thought Kennedy was unwell had he not so cheerfully then played a couple of encores.

David Fallows

Enduring moral obligations

The Representative Citizens, Glasgow

Any dramatic treatment of the Holocaust immediately begs questions — as does judging it on aesthetic grounds. Yet in some ways it can convey more than the documentation of reality to which we have become almost numb by repetition. It is from this point that *The Representative* (translated here from the German by Robert David MacDonald).

The play caused great controversy when first staged 23 years ago, Hochhuth using shock to drive home his central point: that we are all responsible for ensuring that atrocities that are now "history" may never recur.

Hochhuth attacks the silence of Pope Pius XII, plus the fact that he made no specific public condemnation of Hitler's extermination of the Jews, through the voice of a young Jesuit, Father Fontana. Fontana's mission to get the Pope to speak out on behalf of the Church, a moral obligation that he feels is greater than anything that may prevent him from doing so, finishes with his own martyrdom in Auschwitz.

Specifically Hochhuth's challenge is to the Pope as the representative of Christ; more generally his challenge is to him and everyone else on stage as representative of mankind (MacDonald emphasizes this by having the cast step quietly into and out of their allotted roles at the beginning and end of his production). While the play broaches now topical issues — the churches' involvement in politics, the question of figure-heads speaking out — it is in its general levelling of moral responsibility, its indication that inaction can itself be a decision, that lies its enduring argument.

From the extremely long original, MacDonald has been out the essential line, paring away many subplots to leave the central conflict between Fontana's action and the Pope's apparent inaction. This seems a wise decision, yet in dramatic terms it does not really work, the play sometimes feeling wrongly proportioned. The production too is often stilted and uneasy, some early scenes never getting off the ground.

THEATRE

Those that do work, however, are sharply effective: one such being the confrontation between Fontana (Colin Haigh moving from an earnest young man to a desperate, tortured one) and the Pope, played by Claran Hinds as painstakingly colourless and distanced, though politically astute. The meeting at Auschwitz between Fontana and "the Doctor" (Laurence Rudic), whose dark wit and intelligence fail to push Fontana beyond faith, is grotesquely effective. There are strong performances from Mark Lewis as an ashen-faced Gestapo, the SS soldier leading a double life, and Tristram Jellinek, as a resolutely charming Cardinal; but on its first night this uneven production felt very much like work in progress.

Meanwhile, at Edinburgh's Assembly Rooms, 7-84 Scotland launched their Highland tour of *The Albannach*, a revived but recent production of John McGrath's adaptation of Fionn MacColla's novel. MacColla's original is a tribute to the beauty of the Highlands and the repressed spirit of music and poetry expressed through the tale of a young, spirited Highlander, Murdo (the Albannach), who ultimately stages something of a revolution.

Finlay Walsh's spry new production has a stronger central casting in Vincent Friel, and is tauter and faster than before, singing along through the story to the sustained disapproval of the Kirk, whose keepers are frequently silhouetted against the backdrop like black shadows.

Sarah Hemming

CHRISTIE'S
AT SHERINGHAM HALL
Upper Sheringham, Norfolk
The Property of The Trustees of The late H.T.S. Upcher

Sale on the Premises

Wednesday 22 and Thursday 23 October 1986

On view:
Saturday 18 and Sunday 19 October
at 10 a.m. — 6 p.m. and Monday
20 October at 10 a.m. — 5 p.m.

Furniture, Pictures, Ceramics and Silver

During the time of the sale, Christie's specialists will be available by appointment to visit clients requiring advice on the sale and valuation of works of art.

Catalogue available from (01) 582 1282 and from Sheringham Hall on View and Sale days or from the addresses below.



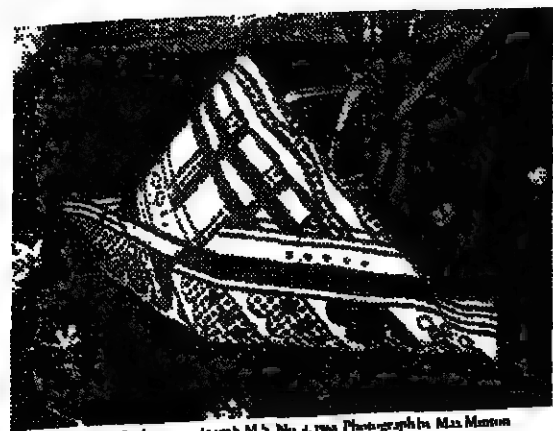
8 King Street, St. James's, London SW1Y 6QT
Tel: (01) 839 9060 Telex: 916429

Iain Henderson Russell, Old Bank of England Court, Queen Street, Norwich. Tel: (0603) 614546

10th September - 2nd November 1986

THE ARTIST PUBLISHER

A Survey by Coracle Press



Harris Row 1 in Museum from N.M.A. No 4, from Photographs by Max Munn

CRAFTS COUNCIL GALLERY

12 Waterloo Place, Lower Regent Street, London SW1Y 4AU
London: Saturday 10.30 - 5.00 Sunday 12.00 - 5.00 Underground Piccadilly Circle

ADMISSION FREE

also ROGER POWELL BOOKBINDER, A Museum Bookbinding Celebration

TUESDAY OCTOBER 7 1986

25

SPORT 43
TELEVISION AND RADIO 47Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1251.2 (+17.2)
FT-SE 100
1578.9 (+18.1)
Bargains
20940USM (Datastream)
122.1 (+0.01)

THE POUND

US Dollar
1.4395 (-0.0015)
W German mark
2.8646 (-0.0138)
Trade-weighted
68.0 (-0.2)

Gold trade resumed

Merrill Lynch, the major American brokerage house, has resumed trading South African gold shares, which are registered in Johannesburg, after a temporary suspension since the US sanctions bill was passed in the senate last week.

A company spokesman in London said corporate lawyers had advised the Bill did not preclude trading in shares already issued, but would cover any issued in newly floated gold mining ventures.

Merrill is believed to do most of its South African gold share trading in American Depository Receipt form, but uses the South African market when arbitrage opportunities arise.

Mowlem rise

John Mowlem, the contracting and construction company which took over SGB Group this year, yesterday reported £6.7 million pretax profits for the six months to the end of June, compared with £4 million in the same period last year. Turnover increased from £197 million to £268 million. The interim dividend was increased by 12.5 per cent to 4.5p.

Tempos, page 28

Merger off

The recommended offer for Gilbert House Investment by Letts Group Estate will lapse and Mr N M Wray, a Gilbert House director who now holds 79.97 per cent of shares, will bid 18.875p cash for the outstanding capital.

No referral.

The proposed acquisition by Chase Corporation of Wingate Property Investments will not be referred to the Monopolies and Mergers Commission.

Output slows

West German industrial production fell a seasonally-adjusted 0.5 per cent in August from July.

Ordinance sale

Vickers has completed its agreement to buy the Royal Ordnance tank business at Leeds. The price will be determined by a formula relating to the net asset value on completion date and an initial payment of £11.2 million has been made.

Damages paid

Our report of the writ issued by Mr Stuart Tarrant against the *Wall Street Journal* should have made clear that the publishers of the paper are not contesting the proceedings, having published an apology and paid damages to Mr Tarrant.

C's News	26	Stock Market	28
Comment	27	Traded Opts	28
Money Mkts	27	Share Prices	28
Foreign Exch	27	Unit Traders	30
Tempos	28	Commodities	30
Wall Street	28	USM Prices	30

MARKET SUMMARY

STOCK MARKETS	
New York	1782.06 (+7.88)
Dow Jones	1782.06 (+7.88)
Nikkei Dow	17435.33 (-171.12)
Hong Kong	2084.83 (-49.87)
Amsterdam: Gen	277.3 (-2.7)
Sydney: AO	1310.8 (+13.5)
Frankfurt	2016.4 (+8.5)
Commerzbank	3667.75 (+12.46)
Brussels	386.8 (+2.7)
Paris: CAC	386.8 (+2.7)
Zurich	n/a
SKA General	n/a

INTEREST RATES	
London:	
Bank Base:	10%
3-month Interbank:	10%-10 1/2%
3-month eligible bills:	10%-10 1/2%
buying rate:	
US:	
Prime Rate:	7 1/2%
Federal Funds:	5 1/4%
3-month Treasury:	5.05-5.01%
30-year bonds:	9 1/2%-9 3/4%

CURRENCIES	
London:	
£/\$:	1.4395
£/DM:	2.8646
£/Sfr:	2.3291
£/Yen:	166.87
£/A\$:	1.4395
£/NZ\$:	1.4395
£/R\$:	1.4395
£/Z\$:	1.4395
£/S\$:	1.4395
£/P\$:	1.4395
£/C\$:	1.4395
£/M\$:	1.4395
£/I\$:	1.4395
£/B\$:	1.4395
£/R\$:	1.4395
£/Z\$:	1.4395
£/S\$:	1.4395
£/P\$:	1.4395
£/C\$:	1.4395
£/M\$:	1.4395
£/I\$:	1.4395
£/B\$:	1.4395

NORTH SEA OIL	
Brent (Nov):	pm \$14.10 (\$14.50)
Denmark latest trading price:	

New Opec anger over Britain's independent role

From David Young, Geneva

Britain's continued refusal to co-operate with the Organisation of Petroleum Exporting Countries (OPEC) brought renewed criticism from the organization yesterday.

Mr Riikman Lukman, the Nigerian Oil Minister and current OPEC president, plans to raise the issue with Mr Peter Walker, the Energy Secretary in London during the next three weeks.

He said yesterday: "I must emphasize that unless other non-OPEC exporters contribute their share to our efforts, the recent firming up in prices is likely to be only a temporary phenomenon."

Even when some non-OPEC producers accepted OPEC's demand of co-operation, Britain remained stubbornly dedicated to a policy of production maximization and non-cooperation in the mistaken belief that a free market is the best approach to a volatile and unstable oil situation.

BBN in market debut

By Peter Gardland

Berry, Birch and Noble, the investment adviser, is coming to the Unlisted Securities Market through a placing arranged by Laurence Prust, the stockbroker.

One and a half million ordinary shares, representing 25 per cent of the issued share capital, are being sold by existing shareholders for 115p each to produce a market capitalization of £6.9 million.

For the year ending January 31, BBN made a total turnover of £3.3 million, of which £2.7 million came from insurance broking and financial services and the remainder from a 50 per cent stake in a micro-electronics company. Pretax profits were £597,000.

Pretax profits for the year ending January 31 1987 are forecast to be not less than £900,000. Forecast earnings per share are 8.6p giving a p/e ratio of 13.4.

The company's origins date back to the mid-1960s when it was known as Berry, Birch and Hawkesford. Its present identity goes back only to April of this year when it acquired the Lloyd's insurance broking firm of Noble and Wilkins.

Mr Derek Berry, the chief executive, says the main reason for the USM listing is to give the company a higher profile, which he regards as being more in keeping with the status of BBN's corporate clients, which include ICI, Marks and Spencer and Texaco.

Mr Berry also said he regarded a USM listing as a "stepping stone" to a full listing. He said that acquisitions were probable. It is known that BBN is keen to become involved in the reinsurance broking market.

£50m target

Chesterfield Properties is embarking on a £50 million commercial paper programme through the joint dealers S G Warburg and County NatWest Capital Markets, to achieve savings in its borrowings.

MAIN PRICE CHANGES	
RISES	
ICI	1097p (+13p)
Brit Aero	478p (+11p)
Audio fidelity	82p (+12p)
Jaguar	545p (+17p)
Really Useful	403p (+13p)
Rothmans B	148p (+9p)
Deaschem	418p (+12p)
Main Ship	683p (+23p)
Cable & Wireless	302p (+15p)
Consolidated Gold	802p (+11p)
Gilbert House	61p (+4p)
PS Realities	180p (+20p)
Smalstone	765p (+10p)
S Jerome	82p (+8p)
Gent SR	56p (+8p)
Etam	240p (+8p)
Harris G	212p (+6p)

FALLS	
Stothert & Pitt	156p (-7p)
Mowlem J	380p (-4p)
Shell	903p (-8p)
Milford Docks	41p (-7p)

GOLD	
London Fixing:	
AM \$436.50 pm \$436.50	
close \$437.50-438.50 (\$304.75)	
New York:	
Comex \$438.00-438.50*	

"We were told that the North Sea producers, with a wide industrial base, were immune to the effects of low oil prices. This has proved to be a misplaced confidence."

The cash flow of oil companies has been severely affected. Oil rigs are lying idle and exploration and development have been drastically curtailed by budgetary cuts—all developments which spell disaster in the long term.

OPEC accuses countries like Britain of keeping oil taxation high and therefore not allowing the benefits of the lower oil price to be passed on to the customer at the pumps.

The organization is trying to work out a new quota system which it hopes will convince the world oil market that it will control output and send up prices again.

Sheikh Ahmed Zaki Yamani, the Saudi Arabian Oil Minister, said yesterday he hoped that prices would move towards \$17 a barrel—possibly \$19.

Move toward equal retirement ages

By Lawrence Lever

Most companies will move to a common retirement age for men and women of 62 to 63, according to a survey of retirement and pension practices among 225 employers.

Reward Retirement Services, the author of the survey, says one of the big trends to watch is the equalization of retirement ages between men and women.

This has developed since the recent ruling by the European Court of Justice, making it unlawful for employers to force women to retire earlier than male employees in similar jobs.

"Indeed, 11 per cent of companies had already equalized retirement ages and a further 8.5 per cent were actively considering doing so," the authors of the survey, which encompassed 300,000 employees, said.

Almost 79 per cent of companies surveyed either allow or positively encourage early retirement. "Over the last two years provision has spiralled. Since 1985, 8 per cent of companies have introduced (or extended) a scheme."

The most common reasons for early retirement are a wish to reduce overmanning and/or to avoid making employees redundant. About 80 per cent of employers used

these criteria, while over half said these were their sole reason for encouraging early retirement.

Redundancy costs have risen by more than 40 per cent since the Government abandoned the system of refunding part of employers' redundancy payments from the Redundancy Fund.

Some 45 per cent of employers questioned said they wanted to remove blockages from production lines or to retire poor performing individuals. Twenty eight per cent included employee pressure for early retirement among their reasons.

"Pressure seems likely to grow since 52 per cent of companies said there was evidence of increased employee demand," the survey concludes.

Other conclusions are that there has been a "spectacular increase" in the provision of widows' benefits, more part-timers included in company pension schemes and more generous treatment of early leavers—people who switch jobs, often leaving their company pension scheme behind.

Early leavers have benefited in many cases from the practice of abolishing actuarial reductions.

Special report, pages 33 to 39

Consumers run up record £22bn debt

By David Smith, Economics Correspondent

Britain's consumers owed a record £22.56 billion at the end of August while retail sales, although revised downwards slightly, were also at their highest level for August, according to official figures published yesterday.

New consumer credit advanced totalled £2.68 billion in August, slightly down on the July figure of £2.72 billion. Bank credit cards—Access and Barclaycard—are now easily the most important source of consumer credit. Of the £2.68 billion advanced, £1.06 billion was in this form.

In the latest three months there was a 9 per cent increase in bank credit card advances, compared with an overall rise of 7 per cent in total consumer credit.

Traditional hire-purchase credit has fallen behind, although it remains important in, for example, car purchases. In August, £959 million was advanced in fixed sum credit.

Retail sales volume was 122.6 (1980 = 100) in August, a rise of 1.4 per cent on July. In the latest three months, sales volume was up by 2.5 per cent on the previous three months, and by 4.5 per cent on the corresponding period of last year. The value of sales this year is running 8 per cent above 1985 levels.

Mixed retail businesses, such as Marks and Spencer, selling both food and non-food products, experienced the strongest sales rise.

'Steel demand to fall 2%'

By Edward Townsend, Industrial Correspondent

Hard-pressed steelmakers in the EEC face a one-million-tonne fall in demand next year, according to forecasts from the International Iron and Steel Institute.

Demand for steel in the world's industrialized nations is expected to be 315 million tonnes in 1987, a 2 per cent drop on this year and 5 per cent down on 1985.

These forecasts were announced at the opening session yesterday of the IISI's annual conference in Rio de Janeiro. Mr Lenhard Holschuh, the group's secretary general, said that in spite of expectations to the contrary, the fall in value of the US dollar had not yet stimulated consumption and investment activity in industrialized countries.

Steel is suffering from the added disadvantage of being replaced by many manufacturers, with other materials such as lightweight alloys and plastics. Fewer and longer-lasting vehicles have added to the steelmakers' problems.

In spite of Mr Holschuh's predictions, the British Steel Corporation remains one of the most successful of Europe's slimmed-down steelmaking operations and could benefit most from the new EEC moves to liberalize Europe's steel market.

Britain accounted for a third of the EEC's 150,000 job losses in the five years up to 1984 and has shed almost a fifth of the 31 million tonnes of capacity cuts since 1980.

The BSC last year returned to profits for the first time in a decade and is set to maintain its earnings record when first-half figures for 1986 are released next month.

Mr Holschuh said the Western world demand of 430 million tonnes for 1990 would be about the same as for 1985. This would be followed by a "modest" growth of 0.7 per cent a year to about 445 million tonnes by 1995.



Interlink joins USM

Mr Richard Gabriel, above, a former motor-cycle messenger, is bringing his Interlink Express parcels courier service to the Unlisted Securities Market—the 500th company to join—with a price tag of £30 million (Cliff Fetham writes).

But it has been a bumpy ride. An earlier messenger service collapsed. Later a fire destroyed all financial records of Interlink and the business almost failed.

But now Mr Gabriel, aged 32, is offering 21 per cent of his company through Laurence Prust, the stockbroker, at a price of 185p a share. In the past three years pretax profits have grown

from £372,000 to more than £2.5 million on turnover of £13.7 million.

Interlink has more than 100 depots throughout the country, nearly all operated by franchisees. They collect customers' parcels which are taken by Interlink's own vehicles to a central warehouse. Parcels are then delivered to the depot nearest to the destination address.

There are more than 12,000 customers and Interlink claims to have between 5 and 6 per cent of the market, in spite of fierce competition from rivals such as TNT Overseas, Independent Express and Eas— as well as the Post Office.

Tempos, page 28

Pressure eases but pound dips

By David Smith, Economics Correspondent

The pound slipped to a new low yesterday but selling pressure was noticeably down compared with last week. The City expects that the Chancellor, Mr Nigel Lawson, will be able to avoid a base rate increase this week.

Share prices recovered ground. The FT 30-share index rose by 17.2 points to 1,251.2.

The sterling index fell by 0.2 to 68 yesterday morning and remained steady with some gentle support from the Bank of England. The pound dropped more than a pence to a record low DM2.8654 but was steady at \$1.4395.

The money and foreign exchange markets were quiet ahead of today's September money supply figures.

Last week, analysts expected a rise in the sterling M3 measure of 3 per cent or more. Now the view is that the increase will be 2 per cent or less—and this will ease pressure for higher base rates.

Although the public sector's contribution to the sterling M3 rise in banking September is expected to have been large, probably around £2 billion, analysts anticipate an offsetting fall in bank lending.

This is because the oil companies received £1 billion of repayments on advanced petroleum revenue tax last month and may have used this to reduce their borrowings.

But dealers still expect a rise will be needed of around 1 per cent.

Comment, page 27

C&W group set to win Japan licence

By Teresa Poole, Business Correspondent

Cable and Wireless yesterday announced the formation of an Anglo-Japanese consortium, which it believes can win the licence to provide an alternative international telecommunications system for Japan.

The members include Toyota Motors, C Itoh, the trading house, a number of Japanese banks, and C&W.

Sir Eric Sharp, chairman of Cable and Wireless, said he was confident of being awarded the licence, because of the consortium's "internal and external strengths", which will also be assisted by the international arm of NTT, Japan's dominant domestic carrier.

The creation of the consortium, Kokusai Digital Tsushin Kikaku KK (KDKK), follows a positive feasibility study by C Itoh and C&W.

KDKK, at first a formal Feasibility Study Company, will be the precursor to an operating company. General Motors declined to join the group but already has close links with the main partners.

The fast-growing market for international telecommunications traffic in and out of Japan is worth more than \$1 billion (£700 million) a year and will be opened to competition next year.

At present there is only one other competitor, led by three

of the largest Japanese trading houses—Mitsubishi, Sumitomo, and Sanwa. Yesterday, they were invited to take a stake in KDKK, which has kept back a 14 per cent shareholding to offer other Japanese companies. Such an arrangement could effectively ensure there are no losers and success for KDKK.

KDKK, in partnership with Pacific Telecom Cable of the US, is planning to install a new fibre optic cable linking Seattle and Tokyo, to come into operation in late 1989. (PTC is a joint venture between Cable and Wireless and Pacific Telecom, one of the largest independent telephone operators in the US.)

Further networks would also be laid to other Pacific Basin countries, including Hong Kong. KDKK's investment over 10 years could reach \$1 billion.

C&W and C Itoh will be the two largest consortium members with 20 per cent each. The others are Toyota Motors (10 per cent), Pacific Telecom International (10 per cent), NEC (3 per cent), Hitachi (2 per cent), Merrill Lynch (3 per cent), other Japanese companies (14 per cent), and Japanese banks (15 per cent), including the Industrial Bank of Japan, Daiichi-Kangyo Bank, and the long-term credit bank of Japan.

Encircling the earth, page 25

Hong Kong dealers fail to save face

By Graham Searjeant, Financial Editor

The Stock Exchange of Hong Kong celebrated its formal grand opening yesterday with a satellite link to the London Stock Exchange and an embarrassingly heavy fall in share prices.

The Hang Seng index—which like the FT 30 in London has failed to succumb to a new official Stock Exchange index—fell 49.87 points to 2084.93. Dealers suppressed any desire to save face, in favour of taking heavy profits after a record rise lasting 11 days.

The new exchange was first mooted nine years ago. The existence of four exchanges which had been spawned from the old Hong Kong Stock Exchange—and in some cases overtaken it—was hindering the Crown Colony's development as a financial centre.

It made supervision harder and deterred overseas companies from using Hong Kong for dealings or quotation in the Asian time zone.

The new combined exchange opened for business with a brand new trading floor

on April 2, when the old exchanges were closed. Floor trading is fully computerized. But the computer dealing facilities and trading have remained largely on the floor. In London, the new combined exchange will deal in larger stocks chiefly from offices, with floor trading mainly in second-line shares.

As part of the day-long celebrations, British Telecom had laid out a satellite link between a glittering throng of 3,000 at a banquet in Hong Kong and a glittering throng of about 100 on the 23rd floor of the Stock Exchange tower in London.

The former included the chairman of the Bank of China as principal guest. Mainland approval was symbolized by the gift of a plaque.

Sir Nicholas Goodison, the London Stock Exchange chairman, interviewed in Hong Kong, said Hong Kong's stock exchange reform reflected the same need to invest in dealing technology

Comment, page 27

◆ HOME OWNERS ◆

PROFIT-MAKER

LOAN PLAN

ONLY 12.3% APR*

PLUS an opportunity for a TAX FREE CASH BONUS

At last a loan that provides you with cash now plus the opportunity for a tax free cash bonus in the future!

It gives you all the advantages of a personal loan, plus an investment in a leading unit linked fund. A fund with an impressive and consistent growth record.

JUST LOOK AT THE ADVANTAGES:

- £1,500 to £20,000 cash in hand for virtually any purpose.
- Special interest of 12.3% APR* variable.
- Cut your costs: use this loan to pay off your other credit commitments, giving you just one easy monthly payment.
- Potential Tax Free cash bonus of £94 for every £1,000 of a loan over 10 years assuming current bonus rates remain unchanged.
- Spread your repayments over 7 1/2 to 15 years.
- Extra security of built-in Life Assurance protection for your family.
- Protection against Sickness, Accident, or Redundancy available as a valuable option.
- Confidentially arranged by post, — no interviews.
- No fees or setting up charges.

*For a typical loan of £10,000 over 11 years, the monthly interest payment would be £48.50 and the investment plan premium £10.00, making a total monthly payment of £58.50. The total loan with interest and premiums payable over 11 years would be £11,510.00. This amount could be substantially reduced if the loan is repaid early! At the end of your loan period, when the capital has been paid, you could also receive a tax free lump sum from the investment plan. Subject to the loan's performance. The exact amount of maturity value cannot be guaranteed.

This example has been calculated assuming that the APR of 12.3% remains the same throughout the loan term, and relates to persons aged over 18 and still under 65 at the end of the loan repayment period. Seven days written notice would be given for any change in the interest rate.

The investment plan, which is arranged by Windsor Life Insurance Company Limited, assigned to this secured loan, will last for the same term as the loan.

I am a HOMEOWNER. Please send me details of the Profit-Maker Loan Plan

FREEPOST TODAY TO

Nationwide Credit Corporation Limited, FREEPOST 25, 48-50 Broadwick Street, London W1P 6AL. NO STAMP NEEDED

Amount required £ Repayment time years

FULL NAME Mr Mrs Miss

ADDRESS

POSTCODE

Home Tel. No. 500000 Date of Birth

NCC specialists in personal finance

Registered Address: Nationwide Credit Corporation, 48-50 Broadwick Street, London W1P 17T. Reg No 1045882 England

OR TELEPHONE TODAY (Bam-Spm, Mon-Fri or our answerphone at weekends) Leave your name and address and we will send you details.

01-439 0691

Pressure on krone recedes

Stockholm (AP-DJ) — The Norwegian central bank intervened only lightly yesterday in support of the krone, after significant intervention late last week.

Scandinavian foreign exchange traders said downward pressure on the Norwegian unit receded sharply from Friday when the Norges Bank, the nation's central bank, is estimated to have bought between 4 billion and 5 billion kroner (between £364 million and £455 million) on the open market.

They have succeeded in defending it for the time being, said a senior dealer in Oslo.

Dealers said the krone's basket index, which inversely measures the currency's value, spent most of the morning at around 111.60, compared with its Friday high of 112.25.

One trader said speculative interest in the Norwegian unit is about one-tenth of what it was on Friday.

Traders said pressure against the unit may build toward the end of the week, despite yesterday's calm tone, as the fear of another 10 per cent devaluation by the Government has not yet dissipated. The unit was devalued by 12 per cent earlier this year.

Market analysts blame the currency crisis on doubts about the new socialist Government's ability to manage the economy.



John Walker-Haworth trading carefully

By John Bell
City Editor

The Takeover Panel is to create a new class of market-makers and fund managers who will not be subject to the same rules in takeover bids as their smaller brethren.

The changes mainly affect the new-style financial conglomerates, created in readiness for Big Bang on October 27.

The new category of exempt dealers and investment man-

Greater freedom for market-makers in the post Big Bang age

Takeover Panel changes rules

agers will be free from some of the so-called "concert-party" restrictions on buying and selling shares when other parts of the same conglomerate are involved in a takeover bid as banker, broker or financial adviser.

These new "superdealers" will be most closely watched for breaches in the "Chinese walls", the arrangements designed to ensure that price-sensitive information does not pass from departments such as

corporate advisers to others in the same conglomerate.

"Exemptions will be granted on a case-by-case basis," said Mr John Walker-Haworth, director-general of the panel. "We shall be feeling our way but this is designed for those groups who are regularly in the business of advising on takeover bids."

The panel is creating the exempt status for market-makers as it is concerned that the ability to trade in certain

stocks might be impaired because of the forced withdrawal of a big market-maker through the application of the concert-party rules.

This could happen, for instance, when a bid is announced, if the market-maker is part of the same group as the broker or banker advising the bidding company. Under the proposed new rules, when a financial conglomerate is acting in concert and will be able to deal more freely for their discretionary clients.

Pretax profits fall by 24% at Michael Peters Group

By Lawrence Lever

Michael Peters Group, the USM-quoted design, marketing and communications consultancy, yesterday announced a 24 per cent decline in pretax profits — down from £885,000 to £675,000 for the year to June 30 1986.

The decline had been signposted in the half-year figures, which saw profits drop from £338,000 to £207,000. Mr Michael Peters, the chairman of the company, said it had been "a transitional year for the group".

Traditional activities such as packaging and retail design and new product development "had a very successful year," he said.

However, the company suf-

fered a shake-up in its newly-formed financial public relations consultancy after the departure of its managing director. The public relations company bore the brunt of £150,000 losses when Michael Peters Group started three new businesses.

Other factors contributing to the downturn included losses of £90,000 on a regionally-based promotions company. This has now been sold to its management for a nominal sum. Fixed accommodation and support costs associated with the company's recent move to larger premises were £120,000 higher than last year.

Moreover, the company received a contribution of only

£40,000 from Cockade, the designer and constructor of exhibitions, which it purchased for £1.7 million in November 1984.

The company has recruited more staff for its public relations subsidiary and efforts are being made to reduce the seasonality of Cockade's profits performance. The results do not include any contribution from PA Design, which was purchased for £2.1 million in June.

Turnover was £8.9 million (£6.2 million), while earnings per share fell from £885,000 to £675,000. The company is maintaining the 1.6p final dividend which brings the total dividend for the year to 2.6p.

Evered pays £3.5m for John Payne

The Abdullah brothers have taken their Evered Holdings industrial conglomerate back on the takeover trail — but this time the target is much smaller.

Evered is paying £3.5 million for John Payne, manufacturer of process and packaging machinery for the confectionery, food, and tobacco industries.

John Payne has factories in Winchester, Hampshire, and Gainsborough, Lincolnshire. Last year the business made a pretax profit of £920,000.

The company was started in 1975 by Mr John Payne who, with his family, is keeping 90 per cent of the shares being issued to finance the deal for at least 12 months.

Iraq seeks rescheduling of \$500m Eurocredit

Bahrain (Reuters) — Iraq, hit by its prolonged war with Iran and the world oil price slump, has asked creditor banks to reschedule a \$500 million (£347 million) loan to relieve a payments crisis, banking sources said yesterday.

The request comes after it told banks that it was unable to make a principal payment of \$71.2 million on the international bank loan, due at the end of last month.

A preliminary meeting of bankers has already been held in Paris to consider Iraq's request, the first time a Eurocredit has been brought into negotiations to relieve the country's payments crisis, the sources added.

Banking sources estimate Iraq's total debt at \$50 billion, made up largely of short-term

trade financing in the form of letters of credit and loans from Gulf Arab allies, mainly Kuwait and Saudi Arabia.

Iraq's oil exports, its principal source of revenue, have been hit by the Gulf war, now in its seventh year, and by lower world oil prices, which tumbled at one point to below \$10 a barrel from around \$30 late last year.

The country's Eurocredit borrowing for balance of payments purposes has been modest, totalling little more than \$1.5 billion. It borrowed \$500 million in March 1983 and the same amount in October last year.

Although the September 29 payment has been missed, Iraq is continuing to pay current interest, the sources said.

Brother to open US subsidiary

Tokyo (AP-DJ) — Brother Industries, the Japanese makers of sewing machines and typewriters, yesterday announced plans for a wholly-owned subsidiary in the United States to produce electronic typewriters.

The new company, Brother Industries (USA), will be set up in Bartlett, Tennessee, with production starting in June 1987.

It will be Brother Industries' second overseas production base for electronic typewriters, following one in Britain that was set up in July.

Officials said the company decided to establish the US subsidiary because the rising yen had been eroding profit margins of Japanese products sold overseas.

In 1985 Brother Industries exported about a third of 1.2 million typewriters. It produced in the US and suffered significantly because of the yen's strength, according to company officials.

Initial production at the Tennessee plant is set at 150,000 units but may grow to 300,000, they said.

The new company, capitalized at \$8 million (£5.5 million), will start with about 200 employees.

Officials said Brother Industries will send 30 people from Japan to oversee operations.

The company plans to acquire 30 per cent of parts locally.

IS THE CITY'S NEW SPECIES EQUIPPED TO SURVIVE IN A BIGGER POND?

On October 27th the level of competition within the City will explode.

(Perhaps that's why its been called Big Bang.)

Membership of the stock exchange has been thrown open to massive and aggressive international financial conglomerates which, for the first time, will be able to compete freely in the City's traditional markets.

And with the abolition of fixed commissions, there is little doubt that the competition will indeed be fierce, if not bloody.

The arrival of so many experienced and financially powerful competitors has caused more than a little concern in the City.

In London major new alliances have been forged between brokers, jobbers, bankers and investment managers.

These new investment bank groups are now better financed, better structured and better equipped to compete in this bigger, more competitive market.

But some pundits still question the ability of many to survive.

One alliance, however, has unquestioned staying power.

Ours at Barclays de Zoete Wedd.

While some may find their resources strained, we have the vast financial, technical, physical and human resources of the Barclays Group to enable us

to compete against anyone.

We also have one of the most envied alliances.

In de Zoete & Bevan, for example, we have one of London's most respected and successful brokers.

They were brokers to British Telecom's record-breaking flotation and, at the other end of the scale, have brought some 14 companies to the USM.

They also have offices in Tokyo, New York and Hong Kong.

And, together with Barclays Investment Management, have funds of over £9 billion under management.

Then there's Wedd Durlacher.

For many years, they've been one of London's largest market makers in both gilts and equities.

And in an increasingly technical market place we expect their experience and knowledge to prove invaluable to clients.

Our merchant bank has an equally enviable record when it comes to innovative banking.

Its development capital arm has, for example, played a key role in the increased use of the management buy out. It has arranged 45 over the last few years, including the employee buy out of the National Freight Corporation.

It is also the leading merchant bank in the new market for sterling commercial paper.

And has an increasing reputation in other areas of corporate finance.

Of course, these are only a few of the resources we'll have to make sure we're as attractive to clients as any investment banking group in the world.

One resource we haven't really explained in detail so far is our parent company.

Or its 4,000 offices in 70 countries.

Or its assets of £65 billion.

Or, indeed, the fact that it's been surviving rather well itself in a bigger pond for some years now.

To find out more about any of the services offered by BZW, please write to the Business Development Division, Barclays de Zoete Wedd, Ebbgate House, 2 Swan Lane, London EC4R 3TS. Tel: 01-623 2323. Telex: 8812124 BZW G.



BARCLAYS de ZOETE WEDD

THE INVESTMENT BANKING ARM OF THE BARCLAYS GROUP

COMPANY NEWS

● **CARR BOYD MINERALS:** In the year to June 30 consolidated net profit jumped by 184 per cent to Aus\$5.25 million (£2.3 million) on sales revenue sharply higher at Aus\$12.54 million (Aus\$300,000). Earnings per share 10 cents (4 cents). The final dividend of 6 cents (nil) was paid on July 9.

● **MARLING INDUSTRIES:** The company has acquired the goodwill and trading assets of George H. Whelan, a manufacturer of narrow fabrics. The price will be 680,000 ordinary shares, of which 550,000 have been placed on behalf of the vendor, plus a small, further payment, in cash, to be determined by a stock valuation.

● **KWAHL:** Dividend raised to 1.40p (1.25p) for the year to June 30. It will be paid on Nov. 17. Pretax profit £391,586 (£239,651). Earnings per share 3.39p (2.17p).

● **EPICURE HOLDINGS:** The group's Swedish subsidiary is to buy Grimaldi Mekanska Verkstad (GMV) of Sweden and its offshoot. GMV's principal activities are in steel finishing. The price will be 7 million krona (dividend) with further payments up to a maximum of 13 million kronor, of which 4.5 million kronor will be in Epicure shares.

● **TERN GROUP:** Corton Beach's offer for Tern Group (now Beach Textiles) is unconditional. Accruals have been received for 81.5 per cent of the ordinary shares.

● **THOMAS WARRINGTON & SONS:** Half-year to June 30 (comparisons restated). Turnover £7.32 million (£6.92 million). Pretax loss £195,000 (loss £391,000). Loss per share 6.49p (13.77p).

● **BOC GROUP:** Cencor Inc and United Education and Software (UES) have jointly agreed in principle with the BOC Group Inc, a US offshoot of the BOC Group, for the acquisition by Cencor and UES of the Airco Educational Services Division of BOC. Terms were not disclosed, pending certain purchase price adjustments.

● **ASPREY:** An offshoot, Asprey SA Geneva, has entered into an agreement to purchase a long-leasehold interest in 23/24 Albemarle St and 16 A, B and C Grafton St, London, W1, for £4.25 million in cash. The property is being acquired as an investment.

● **NMW COMPUTERS:** First half of 1986. Interim dividend 2.5p (2.4p adjusted). Turnover £6.8 million (£3.17 million). Pretax profit £989,000 (£708,000). Earnings per share 9.9p (7.2p adjusted).

● **BERKELEY AND HAY HILL INVESTMENTS:** The company is to acquire two investment properties from Dominion International Group for £8 million. These properties have been independently valued at £8.4 million and their addition to Berkeley's portfolio, together with the completion of current developments and the negotiation of rent reviews, will produce an annual rent roll exceeding £3 million in 1987. Shareholders' approval will be sought at an EGM.

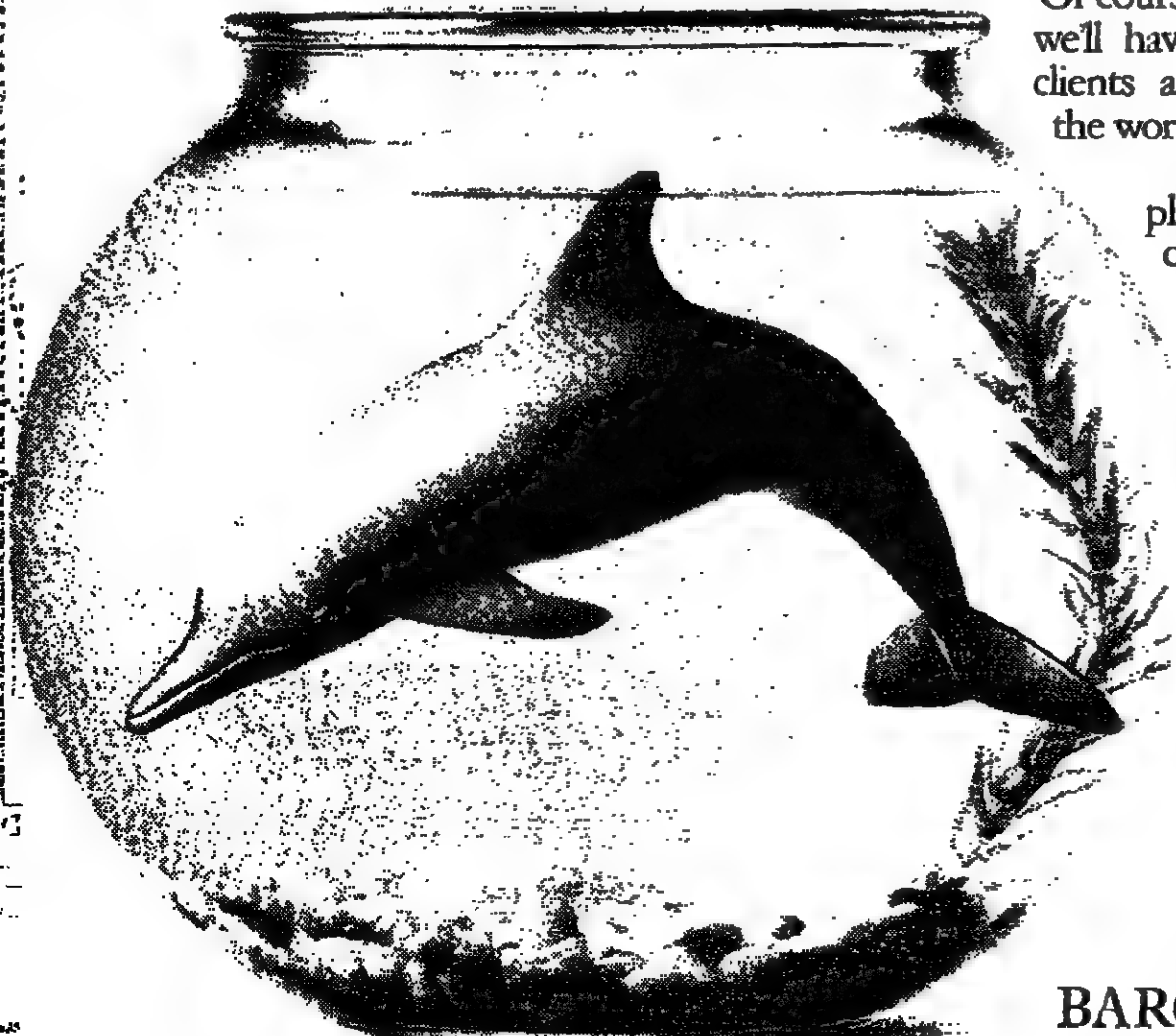
● **PINECHURCH US GROWTH FUND:** No dividend (nil) for the year to Sept. 30. Gross revenue \$275,603 (£191,000), against \$516,912.

● **GOLDSMITHS GROUP:** The group has continued the expansion of its jewellery division with the purchase of five retail jewellery shops, bringing the total to 103. Total cost was \$969,000 cash.

● **FLM:** Results for the eight months to end-Aug. Earnings, before allocation and tax, 78.4 million Swedish krona (£7.96 million), against 87.5 million krona. Sales 2,582.2 million krona (2,386.3 million krona).

● **STOTHERT & PITT:** With figures in 2000, results for the half year to June 30 included turnover of 13,657 (£7,822) operating loss of 143 (£1) and pretax loss of 491 (£12 loss). Loss per share was 38.0p (12.2p). The restructuring has continued and as part of this programme the company is reorganizing facilities to suit separate product groups. This has enabled the company to sell part of the underused Victoria Works, Bath. The main cause for the company's decline has been the shortage of working capital as evidenced by the high level of borrowings and interest payments.

● **TURNER & NEWALL:** The company has acquired Tange. The company will operate as a division of Flexitallic. Tange manufactures and markets hydraulic jacks, cylinders, pumps and other accessories in the West Midlands. The consideration represents less than 1 per cent of Turner's net assets.



Jobbers feel the Big Bang traded options squeeze

By Michael Clark and Carol Leonard

The poor old jobbers were starting to feel the squeeze yesterday as the high level of activity in the traded options market gave them a foretaste of things to come with the Big Bang - now less than three weeks away.

Some of the recent high-fliers among the top 30 shares are certainly giving them sleepless nights. A few of them were up and running again yesterday on bid hopes as the jobbers attempted to cover the huge positions now being built up in the options market.

Weekend comments in *The Times* were good for another 4p on Boots at 332p, while Grand Metropolitan advanced a further 12p to 433p. The group is expected to announce the appointment of a new chief executive any day now amid growing speculation that it may soon become the target of a consortium bid. In recent weeks analysts have woken up to the fact that Grand Met is the ideal break-up situation. Some have calculated that its break-up value is worth more than its entire stock market value of £3.5 billion. This has obviously appealed to investors wishing to take a cheap three-month view of the situation.

As a result of all this activity in the options market, dealers are now encountering acute shortages in the underlying stock and that could mean big headaches for the jobbers if most investors decided to take up their options.

The position is also becoming serious in Hanson Trust where dealers have reported heavy demand for the entire December series. An estimated 25 million Hanson shares are now tied up in options business. Investors are now aware of the benefits of the recent Imperial acquisition. Quilter Goodson has produced some encouraging figures. The price Hanson paid for Imps was £2.25 billion, and not the £2.8 billion originally mentioned. The sale of Courage brought in £1.5 billion against a book value, when it was part of Imperial, of around £1 billion.

Quilter says: "We regard

this disposal as an extremely good deal for Hanson Trust".

The Hanson share price rose 3p to 186p.

The rest of the equity market scored some impressive gains hoping that the feared rise in interest rates had been postponed for the time being. But the gains appeared artificial. Stock shortages drove prices higher with the FT index of 30 shares rising 17.2 to 1,251.2. The broader FT-SE 100 advanced 18.1 to 1,578.9.

The wealthy Belzberg family of Canada has lifted its stake in Exco International, the money broking and financial services group, to just over 10 per cent after receiving permission to do so from the Bank of England.

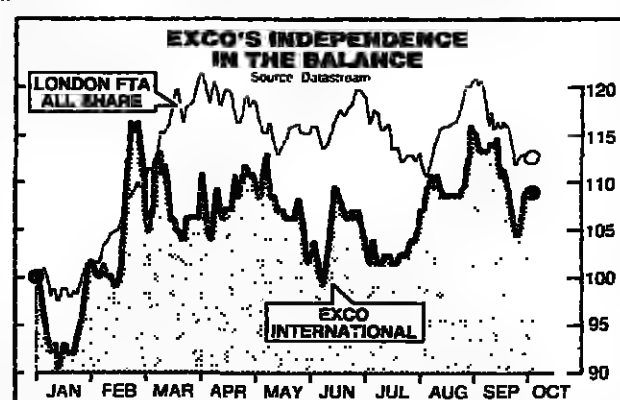
At the last count, the Belzbergs owned 9.8 per cent of Exco through First City Financial Corporation.

Christies, the auctioneer, has advanced 13p in the past week from 255p, near its low for the year. The rise has come in the middle of an otherwise dull trading year and when the company is feeling exceptionally vulnerable. Word is that top Christie's men have been in touch with a number of stockbrokers hoping to pep up its image.

Confirmation of the Belzberg family stake effectively paves the way for Tan Sri Khoo Teck Puan, the Malaysian businessman, to launch a full bid. He already owns about 29 per cent of Exco, but has given assurances not to raise his stake further, unless someone else built up a stake of more than 10 per cent.

Exco rose another 7p to 235p - just 10p shy of its year's high - where the entire group is valued at £550 million.

Experts are convinced that Tan Sri Khoo can draw on enough financial resources to make a bid for Exco, where he already has a seat on the board. But some market observers believe that an auction may develop for the company which already



boasts a place in the front row of London's financial revolution. Either way, Exco is certainly looking vulnerable.

Morgan Grenfell, the merchant bank, slipped 2p to 401p despite exceeding the profits forecast made at the time of its public debut this summer. Interim figures to June 30 revealed pretax profits up from £34 million to £51.3 million and earnings per share 10.2p higher at 28p.

The big four high street clearing banks appeared a little firmer after last week's uneasy performance resulting from the prospect of higher base rate charges. But prices at the close were a little below their best levels.

Barclays Bank firmed 2p to 464p as did National Westminster Bank at 509p, after 512p. Midland Bank hardened 3p to 537p and Lloyds Bank, which last week bought the assets of Continental Bank of Canada for £100 million, improved 5p to 412p.

Jaguar, the luxury car manufacturer, went into top gear, accelerating 17p to 545p ahead of tomorrow's launch of its new XJ40 series of executive saloon cars. Analysts are convinced the new car has great potential and should boost profits over the next couple of years. The price of the car at the bottom end of the range is expected to be competitive which should cause problems for the leading manufacturers of executive saloon cars.

holding back ahead of this afternoon's sterling M3 money supply figures, although Mr Stephen Lewis, chief economist at Phillips & Drew, the broker, reckons that leaks yesterday from Mr Nigel Lawson, the Chancellor, that they would not be as bad as some have expected, have already been largely dis-

counted among equities. "We could see the market going lower whatever the figures are like," he said. Phillips & Drew is looking for an increase in money supply of 1 1/2 per cent to 2 per cent and a rise in bank lending of £1.5 billion.

"If the Government makes any adjustment to allow for a reduction in petroleum revenue tax it will seriously hit the quality of the figures announced," says Mr Lewis.

In the gilt market short stocks were unchanged while long lost around 2 1/2p, after rising 2 1/2p early on.

Three-month money eased 4p cent to 10 1/4 per cent. The City is now expecting a 1 per cent increase in base rates sometime next week.

Leading the way among blue chip stocks were Thorn EMU up 13p to 469p, ICI 13p to 1097p, Beecham 12p better at 418p, Grand Metropolitan up 12p to 433p, Glaxo 7p to 950p, Courtaulds 6p to 283p and BTR 6p to 396p.

The only two to go lower were Blue Circle down 3p to 550p, and Lucas 2p down at 498p.

In the unofficial grey market TSB shares slipped a couple of pence. Licensed dealer Prior Harwin was quoting a middle price of 84p. Dealings are due to begin on Friday.

Oil was mixed as the Opec meeting in Geneva got under way. BP, British and Lloyds all hardened a couple of pence to 83p, 125p and 120p respectively, while Barmah slipped 3p to 354p, Shell 3p to 908p and Ultramar 3p to 158p. IC Gas, where the long-heralded bid has still to materialize, lost a further 7p to 483p.

Insurance was buoyant. Pearl climbed 20p to 1458p, Sun Life 13p to 887p, Legal and General 8p to 241p and the Prudential 8p to 792p.

Gilbert House Investments, the property investment and development group listed on the USM, was one of the stars of the day spurring 44p to 61p as Mr Nigel Wray, a former financial journalist, revealed that he had acquired 79.97 per cent of the company's shares. News of Mr Wray's intervention boosted its capitalization from £5 million to more than £30 million in just one hour of trading.

The deal has led to him making a general offer to shareholders of 18.875p a share cash, valuing the group at £5.44 million. It is more than £1 million better than an earlier offer from its chairman, Mr Turiro Parry, through his private family vehicle Let's Green Estate, which now lapses. The talk after hours was that there could now be a Stock Exchange inquiry into the share price movement of Gilbert House.

Consolidated Gold Fields, the mining and quarrying group where Mr Harry Oppenheimer, the South African financier, has a near 28 per cent stake, gained another 13p to 604p. The shares have risen from 495p on August 27. Stories of an impending bid from a consortium, possibly including Mr Oppenheimer, are again circulating and some watchers of the stock say that this time they would be true. Any such bid would undoubtedly result in the break-up of the group, which is estimated to have a break-up value of around 720p a share, valuing it at £1.4 billion.

Morgan falls victim to more bad timing

As always, Morgan Grenfell seems to be a victim of bad timing.

One of the big stock market disappointments of the year was Morgan's share issue which, in retrospect, looked extravagantly priced in the context of the existing market conditions. The shares never really recovered from this setback and drifted steadily from the 500p launch price to around 400p.

Yesterday's first set of half-time figures, though better than forecast, did not halt this trend. At the time of the share launch in late June, Morgan forecast first-half pretax profits of £48 million, which was comfortably beaten by the £51.2 million achieved. The figure compared favourably with the £68.8 million profit for the whole of last year.

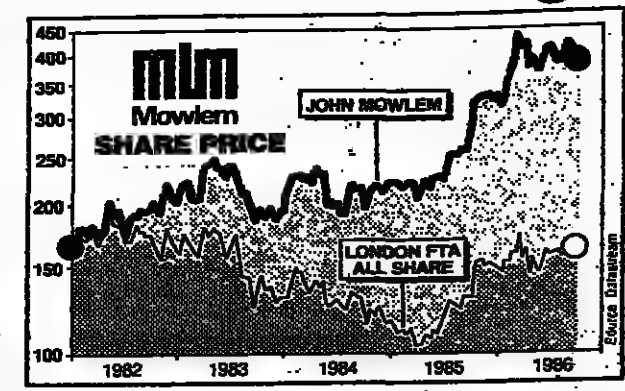
Morgan is hardly setting a shining example to the rest of the sector in not giving detailed information about its activities - though it may be more forthcoming at the year-end. It claims that the contribution from banking and capital markets operations and investment management were ahead of expectations. Corporate finance must have made a big contribution which may, however, fall away somewhat in the second half.

With healthy profits, and earnings per share at 28p, up from 17.8p at the same time last year, the bank is paying an interim dividend of 3.5p. It may seem puzzling, then, that the market ignored all this and marked the shares down a further 2p to 401p.

Part of the reaction was predictable because under the terms of the share issue a big slice of the shareholdings, including directors' and institutional holdings, were to be held until the interims came out. Since these shareholdings together add up to 65 per cent of the total, a degree of stock market anxiety is hardly surprising.

The two largest holdings, Willis Faber's 23 per cent and Deutsche Bank's 5 per cent, are highly unlikely to go, however. The smaller holdings are less predictable and some caution is probably sensible.

Beyond this is the worry over Big Bang, now only three weeks away. The timing was inevitable but unfortunate since no institution with any significant exposure to the new markets can escape investor uncertainty.



While Morgan's prospects over the long term look sound, the short term is likely to prove a bumpy ride.

John Mowlem

The brothers Beck are pleased with Mowlem/SJB after last spring's "mess". Most of the interim pretax increase of £2.7 million came from six weeks of SJB which is performing ahead of forecast.

Cost savings of £1 million should be secured this year, there is scope for further rationalization. The deal also brings good property development opportunities.

Alfred Booth is holding its own and should sell 1,000 houses this year. Adding to the lead bank reduced the pretax contribution but since Booth makes a return on capital of more than 20 per cent this is money well spent.

Technology interests are suffering from a poor American electronics market and a dull outlook for international construction.

Traditional building and civil engineering in Britain is patchy but management contracting is doing well. It remains difficult to get overseas work, but profits from the Falkland Islands airport have still to be enjoyed.

The loss of the Dartford crossing contract was a disappointment but Mowlem should be consoled by the fact that the Docklands STOLport will be a steady and significant contributor to profits.

Mowlem has been investing the cash generated by its more traditional activities in business which are not wholly dependent on the construction industry and earn a good return on capital. This policy has enabled it to maintain its position in the market.

This year, with profits of around £27 million, earnings

diffusion should be under 5 per cent. Next year, on a forecast in excess of £40 million, there should not be any dilution at all. On next year's earnings of around 40p, the shares are on a p/e ratio of under 10 times.

Barring a rights issue (earning is more than 50 per cent) Mowlem provides an interesting alternative to the sector's old favourites.

Interlink Express

Interlink Express's reputation for speedy delivery of packages and parcels is matched by its prompt arrival on the doorstep of the Unilever Securities Market, after ruling off the books to provide the essential three-year trading record.

The company existed before this, but as a somewhat accident-prone prospectus from Laurence Prust reveals, its head office unfortunately burnt down, destroying all the financial records.

But to the credit of its young chairman, Mr Richard Mowlem, who also bounced back from the collapse of a motorcycle messenger company he had started, he has built up the Interlink service considerably since then. Pretax profits increased sharply from £372,000 in 1984 to £2.5 million for the year just ended.

Interlink claims to have around 5 and 6 per cent of the market for overnight parcel collection and delivery. It is aiming for 25 per cent within the next three to four years.

The offer for sale of 3,482,500 shares at 185p puts the business on an historic price earnings ratio of 16.8. While it should continue to do well, investors may wonder whether it has enjoyed its best years of growth and whether its acceleration towards the USM signals that it too realizes this.

First Dealings	Last Dealings	Last Declaration	For Settlement
Oct 22	Oct 17	Oct 16	Jan 19
Oct 20	Oct 17	Oct 16	Jan 19

Call options were taken out on: 6/10/86 Blackwood Hedge, Cluff, York Equity, TV-am, Norton Capital, Gannell Lawrence, Pearl Assurance, Fargatebrook, Sandoz Partners, Alcock, Paine, Fine Art, Bristol, Boots, Toyer Kemney, Liley, Gilbert House, Episcopi Holdings, Ernest Jones, Put Farlane Boats

TRADITIONAL OPTIONS

RECENT ISSUES													
EQUITIES													
Anglia Secs (115p)	190	+2	Local Lord (20p)	23p									
Appleyard (125p)		8	M&S Cash & C (100p)	165									
BBS Design (67p)		68	Marina Dev (110p)										
B&S (110p)		14	Miller & S (105p)	144									
Briton Trn (34p)	51	+1	Newscape Trans (75p)										
Cheslea Man (125p)	128		radmace Group (90p)										
Chelington Lays (100p)	188	+3	Sandford (100p)	160	+2								
Euro Home (180p)	125	+2	Soc Migs (100p)	217									
Eve Construction (125p)	105	+3	Stanley Leases (110p)										
Exel (100p)	188	+3	Thames (100p)	232									
Great Southern (125p)	122	+3	Tress SH+H (216p)	197									
Guthrie Con (150p)	167	+5	Unicore (55p)										
Harrison (150p)	150		Wolverton (30p)	38									
Hillie Engineering (82p)	98		Yorkshire Trn (125p)	140									

Portfolio Gold

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total prize money stated. If you are a back of your card. You must always have your card available when claiming.

No.	Company	Group	Gain or Loss
1	TVE NV	Cinema/TV	
2	Gen SR	Cinema/TV	
3	Marks & Spencer	Draperies/Stores	
4	Dunhill	Draperies/Stores	
5	Valin Polin	Draperies/Stores	
6	MR Elex	Paper/Print/Adv	
7	Jarvis (S)	Textiles	
8	Rowntree Mac	Food	
9	Magnet & South	Building/Roads	
10	TI	Industries S-Z	
11	Int Thomson	Newspapers/Pub	
12	Ashtor Book	Newspapers/Pub	
13	Tesco	Food	
14	Body Shop	Draperies/Stores	
15	Noble & Lund	Draperies/Stores	
16	Hadfield Foods	Food	
17	Courtside	Textiles	
18	Norden & Peacock	Food	
19	Dowry	Motor/Aircraft	
20	Gr Portland	Property	
21	Storehouse	Draperies/Stores	
22	Harris Overseas	Draperies/Stores	
23	Levi	Motor/Aircraft	
24	Turner Trust	Property	
25	Lawson & Newell	Industries S-Z	
26	Leath	Textiles	
27	Alphabetic	Electronics	
28	Waddington (S)	Paper/Print/Adv	
29	Plessey	Electronics	
30	Beam	Draperies/Stores	
31	Granada	Industries E-K	
32	Armstrong	Motor/Aircraft	
33	Wadsworth Filing	Electronics	
34	Glaxo	Food	
35	Ashtor (Laur)	Draperies/Stores	
36	BICC	Electronics	
37	Smith (WH) A	Draperies/Stores	
38	Allied-Lyons	Food	
39	Raymond Ceramics	Industries E-K	
40	Moultrey	Property	
41	BPS Industries	Building/Roads	
42	Nida Foods	Food	
43	Prop Hides	Property	

© Times Newspapers Ltd. Daily Total

Please be sure to take account of any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £2,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	WEEKLY

High	Low	Stock	Price	Change	%

SHORTS (Under Five Years)	High	Low	Stock	Price	Change	%

FIVE TO FIFTEEN YEARS	High	Low	Stock	Price	Change	%

OVER FIFTEEN YEARS	High	Low	Stock	Price	Change	%

UNDATED	High	Low	Stock	Price	Change	%

INDEX-LINKED	High	Low	Stock	Price	Change	%

BANKS DISCOUNT HP	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

BASE LENDING RATES	High	Low	Stock	Price	Change	%

STOCK EXCHANGE PRICES

Lack of stock

ACCOUNT DAYS: Dealings began on September 29. Dealings end this Friday. Contango day next Monday. Settlement day October 20.
Forward bargains are permitted on two previous business days.

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

Portfolio Gold

© Times Newspapers Limited
DAILY DIVIDEND
£4,000
Claims required for
+54 points
Claimants should ring 0254-53272

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

High	Low	Company	Price	Change	%

© Es dividend a Es at forecast dividend a Es payment passed f Price at suspension g Dividend and valid exclude a special dividend h Pre-merger figures i Forecast earnings j Es other k Es signs a Es drop or share split l Tax-free No significant data

[illegible]

**Priv
enterp
about t
up the
oppor
since
parte
Red**

**ate
rise is
o open
biggest
tunity
Moses
d The
Sea.**

The Channel Tunnel will be a vital link in Europe's communications in the 21st century.

It will take high speed passenger trains, freight trains and shuttles specially built to whisk cars, coaches and lorries across the Channel to the Continent.

You and your car will be able to cross the Channel at speeds of up to 100 mph. With the handbrake on.

Any time, night or day. Three hundred and sixty-five days a year. Come fog, gales or snow.

Thanks to one of Europe's greatest engineering

*ASSUMING COMPLETION OF THE HIGH SPEED RAIL LINE CURRENTLY PROPOSED IN FRANCE LONDON TO BRUSSELS
ISSUED BY MORGAN GRENFELL & CO LIMITED AND ROBERT FLEMING

projects of the century, you could travel non-stop from the heart of London to the heart of Brussels or Paris in about 3 hours. Without going near an airport.

It will run between Folkestone and Fréthun near Calais. It will help create jobs in Britain. And help stimulate British trade across Europe.

The Channel Tunnel is to be built by Anglo-French private enterprise at a cost of over 2.6 billion pounds — none of it provided by the taxpayer. Roll on 1993.



TWO HOURS FIFTY MINUTES LONDON TO PARIS THREE HOURS FIFTEEN MINUTES SUBJECT TO PARLIAMENTARY APPROVAL
& CO LIMITED ON BEHALF OF EURO TUNNEL PLC AND EURO TUNNEL SA

LEGAL APPOINTMENTS

City Lawyers

with financial market skills

To £25,000 plus bonus

MINDS OVER MONEY®

Shearson Lehman Brothers is one of the leading integrated investment houses operating internationally. With over 1,000 people in London, teaming up with our offices in New York and Tokyo, Shearson Lehman Brothers offers a comprehensive array of financial services in all major areas of investment banking, capital markets and trading activities.

We now seek two highly professional business-orientated young lawyers with up to 2/3 years post qualification experience gained in a City firm to augment our small legal team based in the City.

The successful applicants will be fully involved in regulatory and transactional matters affecting our Group's UK and European businesses, liaising with senior management and outside legal counsel where necessary.

This is an exciting time in the growth of a highly successful enterprise. If you have the ability, personality and desire to make a major contribution, a move to Shearson Lehman Brothers represents a substantial career opportunity.

Please send a resume in strict confidence to Loretta Smith, Personnel Manager, Shearson Lehman Brothers Limited, Winchester House, 100 Old Broad Street, London EC2M 5NS or telephone her for a confidential discussion on 01-628 9600.

**SHEARSON
LEHMAN
BROTHERS**

An American Express company



McKenna & Co COMMERCIAL LAWYER

The firm requires a solicitor of two to four years qualification to join its Commercial Department. This department specialises in advising substantial corporate clients on matters relating to the acquisition, exploitation and protection of industrial property rights, the law relating to computers and computer software and the drafting of a large variety of commercial agreements and licences. The work includes both contentious and non-contentious matters and experience of litigation would be an advantage.

We are looking for a lawyer with ambition and a capacity for hard work and with the potential to play a role in the development of the work of the department.

COMPETITION LAWYER

A solicitor of up to two years qualification is required to join the firm's expanding Competition Law Practice.

The work embraces advising substantial corporate clients on a large variety of matters including the UK and Community rules regarding monopolies and mergers, and restrictive agreements and the provisions of the Rome Treaty for the free circulation of goods and services, as well as the conduct of litigation in these areas before the English Courts and the European Court.

The successful applicant is likely to have some relevant experience acquired either in London or in Brussels and an ability to work in French and/or German would be an advantage.

Excellent salary plus usual benefits.

Please apply in writing, enclosing detailed CV to R J Taylor, McKenna & Co, Inveresk House, 1 Aldwych, London, WC2R 0HR.

LEWIS SILKIN

COMMERCIAL SOLICITOR

Our Commercial Department requires another enthusiastic and personable Solicitor.

The successful applicant will probably be newly qualified having gained relevant experience during articles. He or she will work as part of a close team servicing a wide variety of demanding work for interesting clients.

For the right person, prospects in our rapidly expanding firm are excellent with an attractive salary.

Please write with a full curriculum vitae to:

The Partnership Secretary
Lewis Silkin
83/91 Victoria Street
London SW1H 0HW

NEWLY OR 1-2 YEARS QUALIFIED?

THE FUTURE LIES IN SPECIALISATION

We may have a place for you
to specialise in

CONSTRUCTION LAW

THE WORK

- Major building and engineering litigation.
- Drafting of contracts, duty of care deeds and other commercial agreements.
- Liaison with developers and contractors.

THE REQUIREMENTS

- Ambition, personality and enterprise.
- Excellent academic qualifications.
- The ability to work independently and in a team.
- Construction law experience is desirable but not essential.

THE REWARD

Our salaries and prospects are excellent. We expect a commitment to match. If you think you might fit the bill, contact Andrea Burns on 01-404 0303.

GOULDENS

Gabriel Duffy Consultancy

TRUST/PROBATE- PARTNER DESIGNATE £25,000 neg

Our client, a major City practice, is seeking a Solicitor with not less than 3 years experience of trust/probate matters.

The right candidate must be able to show a high level of commitment to the expansion of this side of the practice and can expect to join the partnership in the not too distant future. The ability to relate well with clients and colleagues alike is regarded as essential for this highly responsible position. As the vacancy exists within a large firm the benefits and back up facilities are excellent.

COMPANY/COMMERCIAL & HIGHLY NEG

A well established and highly regarded practice in Lincoln's Inn is seeking to recruit Company/Commercial Assistants to work on a case load consisting of corporate finance transactions, acquisitions, reconstructions, financings, joint ventures and subscription agreements. Candidates must have excellent academic results and good basic commercial experience preferably gained with a City practice. Personality is important to this friendly but highly professional practice and rapid career progression is assured.

GABRIEL DUFFY CONSULTANCY

2nd Floor
31 Southampton Row
London WC1B 5AJ

Daytime telephone number 837 2288
Evenings and Weekends 748 0285

GROUP SOLICITOR

£22,000 + bonus + car

Swindon

PHH International Limited is a rapidly expanding Company in the financial services market. Our two major subsidiaries are leaders in their fields - PHH Limited in vehicle fleet management which includes the All Star Fuel Card and Homequity Ltd in employee relocation and other property related services. Entry into the European market is just part of our exciting growth strategy.

Following an internal promotion, we need to recruit a qualified solicitor with a minimum of five years experience in general corporate, property and finance law. The successful candidate will provide a comprehensive range of legal services to the Group working under a minimum of supervision. He or she will be actively involved in product development, client contract negotiation and drafting, financing arrangements and providing advice and counsel to all levels of management.

Ably supported by a young qualified solicitor and administrative staff, the Group Solicitor will also maintain a close liaison with the General Counsel of the Company's US parent.

An excellent compensation package is offered including a bonus plan, 2 litre car, petrol, contributory pension, BUPA and generous relocation assistance. Candidates should send their cv to: Simon Cartwright, Director of Personnel, PHH International Limited, Princes House, Princes Street, Swindon SN1 2HL.



PHH INTERNATIONAL

A PHH GROUP COMPANY

CONVEYANCING SOLICITOR

Mobil Oil Company Limited wishes to appoint a conveyancing solicitor in its Legal Department in Victoria Street.

Applications are invited from solicitors with at least four years' post qualification experience of conveyancing, preferably with a law degree and with experience of working in industry.

The job requires the ability to handle a variety of conveyancing work connected with the Company's marketing activities in the UK, and related matters. The successful applicant must also have business acumen, drive and initiative.

Salary and benefits will fully reflect the responsibility of this important position. Relocation assistance will be provided if necessary.

Initial replies can be brief but should give details of age, qualifications, experience and present salary to: Manager, Employment & Development, Mobil Oil Company Limited, 54/60 Victoria Street, London SW1E 6QB.

Mobil

TITMUS, SAINER & WEBB

In order to meet the increasing demand for our range of specialist legal services, the provision of which we see as the basis of the sustained growth of our firm, we need bright, ambitious lawyers (solicitors and barristers) with initiative, who wish to develop their careers in the following areas:-

- ACQUISITIONS AND MERGERS
- CORPORATE TAXATION
- INTELLECTUAL PROPERTY LITIGATION
- COMMERCIAL PROPERTY LITIGATION
- PROPERTY DEVELOPMENT
- RETAIL PROPERTY WORK

We are interested in seeing both those with experience - the right people will have the prospect of looking forward to an early partnership - and the newly qualified.

Contact Tom Marshall, our Partnership Secretary, or any partner you may know personally, with brief particulars of your background.

TITMUS, SAINER & WEBB

2 SERJEANTS' INN, LONDON EC4A 3ET
TELEPHONE: 01-353 5242

BURGES SALMON BRISTOL

PRIVATE CLIENT

We need a high calibre solicitor of not less than two years post qualification experience to join a team of 3 partners and 6 assistant solicitors to undertake demanding and high quality work in our rapidly expanding private client department. Experience in the fields of trust, wills and tax planning is essential; experience in offshore and international work is desirable.

Please contact

Peter Laws at Burges Salmon,
Narrow Quay House, Prince Street,
Bristol BS1 4AH
(Tel: No. 0272 276567)

**LEGAL APPOINTMENTS
ALSO APPEAR
ON PAGES 41 & 42**

McKenna & Co

COMMERCIAL CONVEYANCING PLANNING AND PROPERTY LITIGATION SOLICITORS

The Departments in our firm dealing with Commercial Real Property continue to expand and urgently need additional assistants. We can offer interesting work of good quality. Do you have the ability and enterprise to match it?

There are four appointments to be made:

- Two Solicitors, with up to two years' experience (not necessarily in the specialist fields mentioned below) to join teams specialising in:
 - Town and Country Planning work, including appeals, advice, planning agreements and environmental law.
 - Property Litigation including both contentious property matters and advice on property law generally.
- Two Solicitors with three to five years' experience of commercial conveyancing (which should have included aspects of development work) to join:
 - the Senior Partner in the Department to work closely with him on major re-development schemes
 - a team heavily committed to developer clients, reporting directly to the Partner in charge of the team.

Please apply in writing, enclosing detailed CV to J B Driffield, McKenna & Co, Inveresk House, 1 Aldwych, London, WC2R 0HR.

Lawyers

Tax Specialisation with Leading International Firm

Coopers & Lybrand is a leading firm of Chartered Accountants and Management Consultants. We have a large and successful tax practice which deals with all aspects of personal, corporate and international taxation and pensions consultancy. We currently employ over 250 tax specialists (including barristers and solicitors) in our central London office.

Several rapidly expanding areas of specialisation require additional staff with experience in legal practice. We seek lawyers who:

- are under 30 years old
- enjoy working in a lively and stimulating environment
- are commercially minded and numerate
- have good interpersonal skills
- possess the maturity, self motivation and technical competence to progress rapidly within the firm, which has a proven track record of promoting lawyers to associate or full director status.

We are particularly interested in lawyers who have detailed working experience in the following areas:

- UK and international corporate tax planning
- employee compensation arrangements, in particular employee share acquisitions
- employment law
- wills, trusts and estates (including all related tax aspects)
- pensions.

A fully competitive salary including benefits is offered.

Interested applicants should send their full Curriculum Vitae to Pat Horrocks at the address below quoting PC 664.

**Coopers
& Lybrand**

Plumtree Court
London EC4A 4HT

A SPECIAL R
PENSION FUND

The b
waiti
be pa

Some a
put out
manag

management
called out
investment

The six
Investment
Morgan
Management
Portfolios
Planning
Investment
Management
a small
Investment
Fund

Private
can have
acted
invest
far in
Under
which
which
September
and in
fund
Performance



The billions waiting to be paid out

The value of assets held by British pension funds has risen at a staggering rate to £157 billion at the end of 1985, compared with £10.6 billion in 1971 — a 15 fold increase in 14 years. Assets at the end of June, after a further rise in world stock markets this year, have been estimated by Phillips & Drew Fund Management at £182 billion.

The increase has been fuelled by buoyant stock-market conditions and the growth of the industry. People are living longer, requiring more to be invested on their behalf, and both state and company pension schemes have been growing in size and sophistication.

In 1963 pension funds owned 7 per cent of British equities compared with 10.6 per cent owned by insurance companies, 9 per cent by investment trusts and financial companies and 1.2 per cent by unit trusts. Institutions owned a total 27.8 per cent of UK equities.

By 1985 the institutions' share had risen to 62 per cent and pension funds had outstripped the rest owning 30 per cent of the total against insurance companies at 22 per cent, investment trusts at 6 per cent and unit trusts at 4 per cent.

The largest component of pension funds has remained in the private sector at about 60 per cent, but public-sector funds relating largely to nationalized industries have grown at a slightly faster rate.

The largest funds in existence are those belonging to the nationalized and recently

privatized industries. Postel, the combined Post Office and British Telecom fund, is the largest of the lot by far with assets under management worth an estimated £11 billion today.

Other major funds include the British Rail and the Electricity Council's pension funds worth an estimated £5 billion each. British Gas weighs in at about £3.8 billion and British Coal at £4.4 billion.

The rising scale and complexity of the funds have persuaded some trustees to put at least a proportion of their assets out to external management. British Rail in August disbanded its in-house

Some assets are put out to other management

management team and parcelled out the fund to six investment managers.

The six were Warburg Investment Management, Morgan Grenfell Asset Management, Prudential Portfolio Managers, Robert Fleming Investment Management, Phillips & Drew Fund Management and Martin Currie, a small Edinburgh investment firm.

Private pension fund trustees have acted similarly. The most noteworthy example so far is Unilever, the Anglo-Dutch soap to margarine giant, which announced in September that it was farming out its £1.6 billion pension fund.

Performance of the funds is

all-important to trustees and ultimately to pensioners, but investment patterns have varied widely over the years according to interest rates, inflation rates and government policies.

The abolition of exchange controls in 1979 precipitated a strong rise in overseas investment from 3 per cent of assets in 1979 to 14 per cent by the end of 1985.

The weighting in gilts has fluctuated in line with fluctuating interest rates. In 1962 gilts accounted for a hefty 53 per cent of pension fund portfolios. They fell to a low at under 12 per cent in 1972, reflecting rising interest rates and a low level of net investment.

The Government's funding of public spending during the 1970s by issuing gilt-edged stock pushed gilts up to 26 per cent of pension funds by 1979, since when they have fallen to 19 per cent at the end of last year.

Cash reached its zenith at 20 per cent of assets in 1974, as other investment sectors lost their attraction following the secondary banking crisis and property crash. The weighting in cash has subsequently slipped to around 4 per cent in recent years.

The 1980s have been a particularly fortuitous time for pension funds, but the good times cannot last, the pundits say.

Over the six years 1980-1985, the average private sector pension fund return was 21 per cent a year against annual wage inflation of 10 per cent. The 11 per cent premium was unprecedented for such an extended period, according to

Pension Fund Indicators, a study by Phillips & Drew Fund Management published in June.

The 1980s contrasted sharply with most of the previous 20 years. From 1963 to 1979 the average private pension fund return was 8.2 per cent compared with 11.4 per cent wage inflation, a pension fund deficit of 3.2 per cent.

British equities in 1980-1985 rose 26.2 per cent a year compared with retail price inflation of 7.9 per cent annually.

Though the 1980s have

been exceptional, British equities have provided a real return over a longer period. The average return on the All-Share Index from 1963 to 1985 was 14.3 per cent, giving a real return ahead of price inflation of 5.5 per cent a year.

Overseas investments have proved a mixed bag for pension funds. The 1980s — the time of greatest overseas investment — have provided better returns paralleling the improvement on the British stock market.

The six years from 1980 to 1985, for example, have pro-

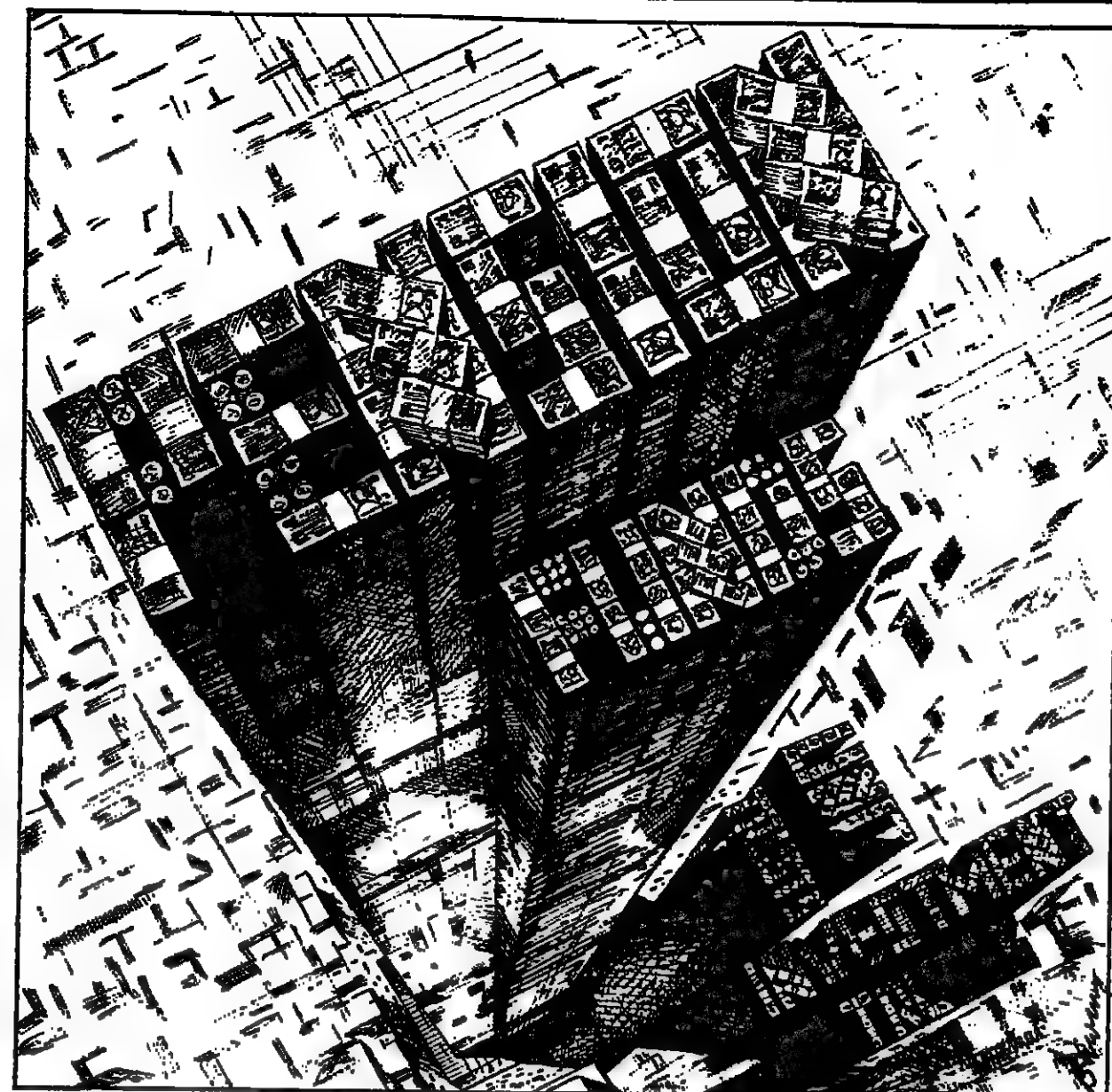
vided an average annual return of 24.6 per cent, marginally less than the 26.2 per cent return on British equities.

Overseas investment by pension funds has fluctuated according to external conditions. Investment rocketed to £1.7 billion, or 27 per cent of pension fund cash flow, in 1982. It then slumped to £300 million, or 4 per cent of cash flow, in 1984 as pension fund managers shyed away from what was seen to be an overvalued dollar. The bear market for Japanese technology stocks, which had been a

key area for UK investors, also caused the decline.

Investment overseas recovered in 1985 as previously neglected Europe suddenly came into favour. Pension funds discovered the attractions of the German economy and its undervalued currency compared to sterling.

In the early years following the abolition of exchange controls, investment overseas had been concentrated in technology in the US and Japan, specialist consumer and oil services in the USA and natural resources in Canada and Australia.



INSIDE

Surpluses: the new legislation	Page 34
Fund management teams	35
Men who manage your money	36
The Big Bang	37
National Association of Pension Funds	38
How the funds have performed	39

The returns on overseas investment have been calculated in sterling, but without taking account of currency hedging. Many British pension funds, for example, hedged against the strong dollar in 1984 and 1985 and hence enhanced their returns in 1985, when sterling appreciated by 20 per cent against the dollar.

The high returns of the 1980s, which have allowed huge surpluses to build up in many pension funds, are not expected to last. Phillips & Drew expects real returns against price inflation to revert to the lower level of 3 to 5 per cent in the long-term.

The real return over wages is expected to fall to an average 1 to 3 per cent a year. Government legislation embodied in the Social Security Acts of last year and this year has increased the transferability of pensions and afforded protection to the early leaver. The new right to

The money put into the funds can only rise

personal and portable pensions will put competitive pressure on company pension schemes and their managers, because employees now have a viable alternative.

The Government's encouragement to competition among pension providers — for the first time banks, unit trusts and building societies will be allowed to provide personal pensions savings schemes — will do nothing to diminish pension-fund dominance of investment.

As life expectancy increases and wage expectations continue to rise, the amount of money channelled into pension funds can only rise too.

Alison Eadie



Schroders

Pension Fund Investment Management

When experience is essential

Schroders was one of the first to recognise the need for specialist management services for pension funds.

Today, after more than 30 successful years, we offer one of the most experienced teams available, backed by full-time research staff in London and overseas; our own investment operations in New York, Zurich, Sydney, Singapore, Hong Kong and Tokyo; and a property management and investment facility active in the UK and USA.

Schroders' unsurpassed experience is at your disposal. Just write or telephone.

David Duncan,
Schroder Investment Management Limited,
36 Old Jewry, London EC2R 8BS. Tel: 01-382 6000.

FOCUS

PENSION FUND
MANAGEMENT/3

The key professionals

Martin Baker examines the role of the trustee, the stockbroking adviser and the actuary

The smooth running of any pension fund requires the concerted efforts and skills of a variety of professional people.

The investment managers of course ensure that the fund has a worthwhile value. They do this by investing on advice from stockbrokers. The apportioning of members' shares is done by a special administrative committee, from time to time helped by trustees. The scheme will have been constituted by a special trust deed, the rules of which can be changed only with the greatest difficulty. Solicitors will have been involved in creating the scheme.

Accountants must audit the trustees' report on the scheme's financial health, and actuaries will be involved in predicting the future performance of the fund and how the existing capital wealth should be treated.

We examine the role of three key professionals in any pension fund: the trustee, the stockbroking adviser, and the actuary.

● **Trustees**
The trustees may be a collection of individuals or a limited company (a corporate trustee) whose board of directors will act as trustees. Another possibility is the Trust Corporation, which is a corporate trustee with a special capital make-up as prescribed by the Trustee Act 1925. This type of trustee has certain extra powers, notably a more free hand in property transactions.

The trustees make the investments for the pension fund. It is they who have the power over the money within the fund. It is they who decide how it should be spent. Their hands are fairly tightly bound by the Trustee Act 1925 and the Trustee (Investment) Act 1961, which defines certain types of permitted investment in broad and narrow range. The idea is to prevent the trustees' taking too great a risk with the pension fund's money.

Frequently the panel of trustees will include a representative of the work force, if it is a company scheme.

The running of the scheme is a matter of fairly gruelling routine for the trustees. One obvious difficulty is the establishing of the entitlement of each and every subscriber to the scheme. Seemingly simple matters such as establishing the age of contributors can present complex problems if birth certificates are lost or are in a foreign language.

Another duty of the trustee is to ensure that the correct amount of pay has been deducted from the contributors' salary (the vast majority of pension schemes require the employee to make a contribution). Fortunately for the trustees, this duty can be, and normally is, delegated to accountants.

Delegation is the key to many a successful trusteeship. The trustees will usually meet quarterly, or perhaps just twice a year. Most of the day-to-day work will be done by committee.

According to the latest survey of the National Association of Pension Funds (NAPF), 57 per cent of pension schemes are piloted by individual trustees, while 38 per cent have corporate trustees set up specially within the

company group structure. Just 5 per cent of pension schemes are managed by external corporate trustees.



company group structure. Just 5 per cent of pension schemes are managed by external corporate trustees.

● **Investment advisers**
The management of pension funds is divided between the in-house managers of the larger schemes, and the external advisers, who can be investment bankers, brokers or belong to the nebulous group of "consultants".

The trend is definitely away from in-house to external investment advice. Developments at both British Rail and Unilever have taken these huge funds into the open market. British Rail's fund, for example, is valued at £4.5 billion. Estimates of the cost of the fund's externally pro-

vided advice range between £4.5 and £7 million annually. Is it worth the money?

Cynics would say not. Large organizations have their own internal policies, and the cost of remunerating a fund manager (assuming the corporation is prepared to pay market rates to attract worthwhile professional skills) would put that employee in the position of being far better paid than many superiors. Hence, say the cynics, it is politically expedient to pay far more to outsiders as the price of not upsetting the domestic apple cart.

Those funds which are farmed out are usually entrusted to more than one investment adviser. Advisers will be used in one of two ways by the pension fund's trustees. The first system is a straight-

forward advisory procedure: the board of trustees will meet the advisers, sit down and talk investment policy. They may even go so far as to discuss which individual shares should be bought. The advisers will then go away, while the board of trustees makes the final investment choice.

An increasingly popular method is to entrust the investment adviser with full discretion over the fund.

Naturally there are occasions when the investment manager finds a need to do some justification of the decisions taken. Many will insist on an independent voice at the meeting — an actuarial assessment of performance, or perhaps an investment

monitoring device such as Wood Mackenzie's service.

Most trustees meet with their investment advisers every quarter, although some trustees can find keeping the appointment quite difficult. All too often the trustees' consultation meeting with their investment management is shunted to the bottom of the list of priorities.

But trustees tend to favour investment managers for their own reasons. One experienced pension fund investment adviser claims that there is "something intangible in the relationship. It's not just numerical data that counts with the trustees".

● **Actuaries**
They are the object of a strange amalgam of scorn, fear and admiration in the financial world. Part of the problem is the fact that so few people understand what it is they actually do. The examinations set by the Institute of Actuaries are certainly difficult enough — probably more intellectually exacting than any other profession's common entrance exam.

The actuary's wizardry is rooted in a mathematical examination of financial investments and contracts over the long term. But today's actuary must also know how to structure and run a pension fund, and in effect run a business.

The actuary should be the first person to be consulted when a company decides to establish a pension scheme. Frequently this is not the case, but actuarial involvement will inevitably come early. Actuaries can either be consulting actuaries; ie, independent firms or attached to an insurance company.

The actuary will look at the benefit structure most likely to suit the company and advise on what sort of legal animal the pension scheme should be, a job undertaken in more detail by the solicitor.

Once the pension scheme is formally established, the main tasks of the actuary are to track the membership of the fund, decide how much money should come in at any one time, and how it should be apportioned.

John Wigley of consulting actuaries R. Watson, says: "The object of the exercise is to meet the level of benefits required."

The actuary will usually provide an investment monitoring service, and should advise the trustees on the merits of the investment managers.

WHAT ARE WE TRYING TO TELL YOU ABOUT
OUR PENSION FUND PERFORMANCE?

Simply that in five of the last seven years we have ranked in the Upper Quartile.

In fact, over the last five years our annualised return has been 22.9%, compared with the Average Fund return of 19.3%.*

That's the sort of consistent track record our clients appreciate.

*Source: The W M Company, PLC

They find our service helpful, too. If you, no doubt, they're the sort of people who prefer to be kept informed.

If you'd like to know more about the way we manage our pension funds, call Malcolm Callaghan on 01-626 3434.

INVESTMENT MANAGEMENT IS OUR BUSINESS.

11 Devonshire Square, London E1 1AA

هكنا من الأهل

LOWER QUARTILE



WE WOULD
ADVISE
AGAINST IT.

Some investments appear irresistible.

But taking hold of them might not necessarily be in your best interests.

At such times you need someone whose advice you both respect and trust. Independent advice, that has been the root of Henderson's success.

We are a publicly quoted, independent company. We manage investments and nothing else.

Our sole source of income, the fees we earn from doing so.

Which requires the advice we give not only to be excellent, but also free from any conflict of interest.

It is a combination that seems to

be valued because the pension fund assets we manage have grown to more than £21 billion.

Over the last five calendar years the performance of all pension funds under our management has averaged +22.9% p.a. (+179.9%). Compared with the +20.6% p.a. (+154.7%) achieved by the average pension fund.

If you are responsible for a pension fund, may we offer the only biased piece of advice we'll ever give?

Call Mike Anthony on 01-638 5752 Or write to him at Henderson Pension Fund Management Limited, 26 Finsbury Square, London EC2A 1DA.

HENDERSON PENSION FUND MANAGEMENT LTD.

1198.8p (PRICE ON 1 OCTOBER 1986)

M&G's
strong line
in pensions

50p (LAUNCH PRICE
ON 28 MARCH 1968)

M&G PERSONAL PENSION FUND (with income reinvested)
Annual compound growth rate since launch: 18.7%
Compared with Retail Price Index over the same period: 10.2%

FUND SIZE
£204 MILLION - AT
1 OCTOBER 1986

M&G offers you the strength of
* consistent long-term performance
* continuity of management
* independence

* individual attention for each fund
* sound management controls
* efficient administration

M&G

Please contact David Morgan, M&G Investment Management Limited
Three Quays, Tower Hill, London EC3R 6BQ. Tel: 01-626 4588. A licensed dealer in securities.

INVESTMENT SERVICE FOR PENSION FUNDS

The men who deal in your millions

In the past, saying you're a pension fund manager must have been a real conversation-stopper. Times have changed. Pension fund managers are no longer colourless individuals whose worst nightmares are about assets failing to match liabilities.

The recent goings-on at Woolworth and Guinness demonstrate that they are prepared to stand up and be counted, often speaking out on the contentious issues facing the City.

The unusual move of an early show of allegiance in the recent takeover battle from Merchant Bankers, Robert Fleming, was no doubt influential in saving Woolworth from Dixons' clutches.

In this case, however, there was already a general feeling that Woolworth's management had not had the opportunity to show their true form.

The Prudential is known for its loyalty to current management. Peter Nowell, of Prudential Portfolio Managers, prefers, whenever possible, "to give existing management a chance".

Indeed, some observe a trend which has led to a higher than average incidence of failed bids.

Max Ward, of Edinburgh-based Baillie Gifford, remarks: "I don't set out to buy shares in badly managed companies which are likely to be taken over. I will support the existing management if they put up a good defence, so long as the bid is not absurdly generous."

The fund manager's fiduciary responsibilities must not be forgotten nor must the likely price of the shares if the bid fails. Nicholas Taylor at

MIM Limited is reminded of the fact that "shareholders in Distillers had years of poor performance before the bid."

Nevertheless, the temptation must be avoided to think of a bid as a quick way to enhance quarterly performance figures.

Michael Anthony of Henderson Administration thinks that Ernest Saunders, chairman and chief executive of Guinness, has been shown "the City equivalent of a Yellow Card".

His colleague at Henderson, David Taylor, adds that "in an

Pressure to give more information while fund-raising

environment where 'my word is my bond', companies can't say one thing and then change their minds."

The opinion of Roy Peters of County Investment Management on the subject of Guinness is representative of many fund managers. He says: "I remain critical of the way the matter was handled but, at the end of the day, it came down to what could be achieved with Distillers."

He believes that "in the future more attention will be paid by institutions to this type of arrangement."

Vendor placings, which are increasingly used these days, give investors less time to consider the wider implications of a deal. But fund managers are putting pressure on companies and their advisors to disclose more information at the time of the fund-raising exercise.

Marketing is a skill which is fast being learned by pension fund managers. In the run-up to Big Bang, they are all keen to point out what makes their organization different from the rest. Independence from potential conflicts of interest are favourite marketing ploys.

The all-important relationship between pension fund managers and trustees is developing all the time. Fund managers are more aware of competitive pressures and trustees are better-informed and more professional.

Dick Withers-Green of Barclays de Zoete Wedd Investment Management believes that performance-measurement league tables are putting undue pressure on trustees to concentrate on short-term performance.

This is not, he thinks, wholly conducive to the well-being of the fund. The long-term commitment of pension fund management should not be disregarded.

Obviously it is not ideal to put in a bad performance in the first year but the relationship will usually be a long one. In time, considerations such as administrative efficiency

Mr Ward of Baillie Gifford thinks that "investment managers generally ought to be more active in complaining about companies that raise money for ventures which are not in the shareholders' interests."

He expects a good explanation if the acquisition is going to dilute the company's earnings.

Pension fund managers are not, of course, dealing with their own money. Nicholas Taylor of MIM makes it sound very heroic, but is not alone in his objective. "We are," he says, "passionately keen to do the best with clients' money."

Performance figures get a pension fund management organization into the initial beauty parade but marketing skills and personal rapport will often win the day. A few grey hairs also tend to put trustees at their ease.

One fund manager was told directly that the reason he won a fund was because the trustees liked him. Most investment houses, however, tend to build up small teams. This reduces the chance of losing the client if the fund manager leaves. Though Mr Nowell of the Pru says: "We are less dependent on personalities that the merchant banks", he admits that "there are horses for courses".

Marketing is a skill which is fast being learned by pension fund managers. In the run-up to Big Bang, they are all keen to point out what makes their organization different from the rest. Independence from potential conflicts of interest are favourite marketing ploys.

The all-important relationship between pension fund managers and trustees is developing all the time. Fund managers are more aware of competitive pressures and trustees are better-informed and more professional.

Dick Withers-Green of Barclays de Zoete Wedd Investment Management believes that performance-measurement league tables are putting undue pressure on trustees to concentrate on short-term performance.

This is not, he thinks, wholly conducive to the well-being of the fund. The long-term commitment of pension fund management should not be disregarded.

Obviously it is not ideal to put in a bad performance in the first year but the relationship will usually be a long one. In time, considerations such as administrative efficiency



MIM's team: Alexander Reid, left; Geoff Bowling; Christopher Mills; David Stevens, chairman; Stephen Barber; Nicholas Taylor; and Nicholas Johnson

gain importance, although performance never fades into the background.

Pension fund managers stress the role to be played by technical back-up. However, it should be seen as a way of complementing personal input rather than replacing it.

County Investment Management is not alone in increasing the use of computer models to complement brokers' research. Dividend discount models, which are rarely provided by stockbrokers, are, for example, an important aid to the fund manager.

Financial instruments such as futures and options are still used sparingly, although fund managers are keen to become more active in these markets.

Mr Peters of CIM points out that "hedging the US dollar in 1985 was a prime example of the successful use of a financial instrument in pension fund management."

The use of options and futures are considered excellent ways of reducing the risk in a portfolio. However, some trustees still find them daunting.

A more prominent role is favoured by fund managers in the international arena with more attention being paid to asset allocation. Typically a fund with 5 per cent of its assets invested internationally in 1980 now has 25 per cent overseas.

Mr Taylor of MIM points out: "If one had invested in West Germany last year or Japan this year, it would have been hard to get a better

performance from individual stocks in the UK market."

Pension fund managers are traditionally thought of as being more disciplined than unit trust managers. In the past they have not specialized, although there is a move to manage pension fund money in an increasingly specialized way.

Mr Withers-Green of BZWIM believes in the "corporate balanced fund manager". This is when a number of specialist fund managers are overseen by an experienced asset management team.

He strongly challenges the move favoured by some pension fund advisers to split funds between a variety of investment organizations, leaving asset allocation to the external advisers. He says that in this situation "the contribution to performance from asset allocation is not being maximized."

Moreover, the client could find himself paying two management fees on the same assets.

In the past it was unusual for pension fund managers to come face to face with real industrialists. Now, however, they are insisting that it is vital to build up a close relationship with the managements of companies in whom they are investing.

Shareholdings are becoming larger, reflecting the growth in the size of funds and the tendency of fund managers to concentrate their efforts. Because of this development, it is all the more important for substantial shareholders to be

in sympathy with the board's aims and aspirations.

The significance of a close relationship of this kind in the event of a takeover bid has been amply demonstrated in recent years.

Nicholas Taylor, of MIM Limited, does not want to hear

providing the necessary information and often lacks direction, quantity rather than quality appearing to win the day.

Peter Nowell of Prudential Portfolio Managers is "happy to see the 'me too' research go". Indeed, the Pru can afford the luxury of having more than 20 in-house analysts providing its own fundamental research.

Others, however, are not keen to duplicate stockbrokers' research efforts. Post Big Bang, there will be the opportunity for fund managers to be more selective in the brokers they patronize for research, although David Taylor of Henderson says: "I won't pay hard cash for brokers' research."

He believes that pension funds should have "a small in-house filtering team but on the whole let individual fund managers speak to the brokers who they believe provide the best ideas."

Pension fund managers are vociferous on the subject of fees where various practices have led to a wide divergence of charges.

There has been a tendency for hidden charges to be levied on the back of continuation (the grouping together for commission purposes of business done in a particular stock through a single broker over a three month period) and from overseas stocks where it is not always clear what is the principal's cut and what is the agency commission.

Stockbroker-fund managers are the subject of much criticism. Operating in a grey area,

many stockbrokers have built up a pension fund business theoretically operating on an advisory basis and not, therefore, obliged to charge a fee.

Instead, a commission is earned in the normal way. Roy Peters of CIM feels strongly about this. He says: "It should be clear what is being charged for." He considers that "on the whole, fund management fees are artificially low."

Big Bang will make it necessary for all pension fund managers to charge a "clean fee."

With a lower rate of

More prominent place among the money people

commission, the view that fees will go up is widely held among the pension fund management fraternity. One wonders, however, to what extent this is wishful thinking.

Contrary to expectations, pension fund managers are not an amorphous mass of opinionless individuals. Commercial considerations and the need to perform have made them adopt a more prominent position in the investment community.

The role they occupy is more representative of the considerable influence that their clients' shareholdings give them. Now they are girding their loins for the challenge being posed by Big Bang.

Alexandra Jackson



Roy Peters of County Investment Management: "Hedging the US dollar in 1985 was a prime example of the successful use of a financial instrument in pension fund management"

HAMBROS

Runaway winner in the pension fund stakes

At Hambros our pension fund management has proved to be a consistent front runner.

We've been winning for the last six years - just take a look at the form!

THE PENSION FUND PERFORMANCE STAKES*

1980-1985	6 years	HAMBROS
1981-1985	5 years	HAMBROS
1982-1985	4 years	HAMBROS
1983-1985	3 years	HAMBROS
1984-1985	2 years	HAMBROS
1985	1 year	HAMBROS

The odds are in our favour.

So if you want to back a winner, talk to John Cumming now.



HAMBROS

PENSION FUND MANAGEMENT

41 Bishopsgate, London EC2P 2AA. Telephone: 01-388 2851

*Source: Sedgwick Actuarial Services Limited: Segregated Fund Investment Managers Survey
*Cumulative annual time-weighted rates of return, representing average performance of pension funds

GUINNESS MAHON

INVESTING FOR YOUR FUTURE PENSIONERS' FUTURE

Ian Richards

Guinness Mahon Investment Management

32 St Mary at Hill London EC3P 3AJ

Telephone: 01-623 9333

Facsimile: 01-283 4811

Telex: 884035

When the Big Bang finally goes off

The City has never had so many sore throats. One of the inevitable consequences of the Big Bang has been an explosion in explanations and negotiations both between institutions and by institutions to their clients.

Pension-fund managers have had to negotiate with brokers over commissions, with clients over fees, and internally, in the case of the conglomerates, to hived off their asset-management side into discreet areas untouched by conflicts of interests.

Big Bang is only part of the story. The Financial Services Bill, presuming it becomes law next month, will next year give birth to a whole host of rules which will govern, among other things, the way in which fund managers must handle their client's affairs.

How the Big Bang and the investor protection legislation will affect pension fund management is a huge and to some extent speculative subject. People have pretty good ideas of the changes that will take place but ex-

actly what will happen, and for how long, are open questions.

On this page we set out the views of three different types of business in pension fund management: the independent investment manager, the subsidiary of a conglomerate and the merchant banking investment manager. We also have one of the regulators outlining a few areas which will be of concern to pension fund managers.

It is important to realize that none of the people interviewed is presenting a definitive view, merely a few ideas of where they see the changes occurring.

Moreover, our focus has been on discretionary management of other people's money — not on the large pension funds which manage all or part of their own assets.

As well as the interviews, a few basic terms are defined.

Lawrence Lever

Words, names that matter

Big Bang is journalistic shorthand for wide-reaching changes that will take place on October 27 — and really for one or two which have already happened. Not to be confused with the Financial Services Bill, although it often is.

Technically Big Bang takes in two events. The abolition of fixed commissions charged by stockbrokers on transactions in equities and government securities (gits), and the introduction of dual capacity, which will allow jobbers and brokers to do each other's jobs as well as to continue doing their own.

Other developments should be viewed alongside Big Bang, and if you want to you can see them as part of Big Bang, too. No one has a monopoly on the definition.

These are the opening up of the Stock Exchange to non-members and allowing outsiders to own 100 per cent of Stock Exchange firms. Both of these have already happened however.

Big Bang's origins lie in a challenge by the Restrictive Trade Practices Court to the Stock Exchange's rules.

Financial Services Bill

This creature was born out of a series of investment scandals

and a subsequent review of our investor protection legislation by Professor Gower who found it sadly wanting. It purports to lay down in one place a comprehensive framework for protecting investors. The Bill provides the framework, leaving it largely up to the financial community to flesh this out with specific rules.

The Securities and Investments Board will be the ultimate rule-maker — covering most of the areas where one would think protection was necessary.

The government is however going to retain powers in certain areas such as insider dealing.

The basic premise is that all investment businesses will need to be authorized — given "a dog licence", as Sir Nicholas Goodison, chairman of the Stock Exchange put it recently. Their licence can be issued directly from the SIB, who will only hand them to those businesses it is satisfied are fit and proper enough to have them.

Alternatively, businesses can get their licence by joining a self-regulating organization — sro. These mini-bodies will have their own rules for their own members — which must

provide protection for investors, which is at least as good as that which the SIB provides in its own rule book.

The pension fund managers will generally join an sro which is called IMRO — the Investment Management Regulatory Organization.

If you are wondering why it is "Regulatory" rather than "Regulating" as in "self-regulating organization", that's easy to explain.

The government started off calling everything "self-regulatory" and then it changed its mind.

In fact the government started off with a monster known as the SFA, which stood for "self-regulatory association". It changed its mind here too.

Best execution: One of the rules which the SIB will promulgate is the duty of best execution. This will involve different things depending on the precise nature of the relationship between a financial organization and its client.

However it is in essence, merely a statement of the law of agency — in the sense that one must put one's client's

Continued on Page 39



Experts at the centre: John Gittings of Touche Remont, left; Keith Percy of Phillips & Drew Fund Management; Kate Mortimer of the Securities and Investments Board; Graham Cass, of Baring Investment Management

Fixed fees

John Gittings, the director of Touche Remont Pension Fund Management, part of the Touche Remont investment management house.

One of the more visible ways in which the Big Bang will affect us concerns fees. Historically some of the participants, like the brokers, have offered a free service because they could take their reward through the commissions they earned on bargains. For the others there were two fee bases. Clients could pay a lower fee, what we term a "dirty fee", and it would be understood that the investment house gained the benefit of continuation and aggregation.

Alternatively, they merely paid a higher fee — a "clean fee" — and reaped the benefits of continuation and aggregation. Most of our clients opted for a lower direct fee.

With the advent of negotiated commissions, most of the independent houses will be agreeing a fixed rate of commission for their transactions with particular brokers. Those of our clients now paying the lower fee will pay a higher direct fee but will benefit from the lower commission rates. They will appear to be paying more, because of the increase in the direct fee, but in overall terms they will pay less.

Those clients on the clean fee will pay less because they will be paying the same fee, but lower commission.

There has been a discernible increase of the proportion of pension-fund assets being managed by independents. The independents will be increasingly regarded by pension fund trustees as desirable investment managers.

I also think that there will be an "outflow" of talented fund managers from the conglomerates to the independent

investment managers. A lot of the new arrangements will not be comfortable for those within the asset-management section which is considered something of a poor relation within the conglomerates. It is often viewed as less exciting than the broking or market-making side and generally a less significant contributor to their profits than say broking or market-making.

The independents could well provide the sort of environment that investment managers prefer. They may want to work for an organization where asset management is top — and sole — priority.

As for our own dealing arrangements, it looks as though we will be placing the bulk of our business through brokers on an agency basis — particularly those brokers with good research capabilities.

How to win

Keith Percy, chairman and managing director of Phillips & Drew Fund Management (owned by Union Bank of Switzerland).

Big bang removes the distinction between the broker, fund manager and others for two reasons. First, the broker will be fee-remunerated like everyone else. Moreover, before Big Bang we effectively dealt only through Phillips & Drew and received its research. Now we will have to draw on the whole market like everyone else. We are all fund managers now.

There also has to be clear and proper separation of the fund-management side. Phillips & Drew Fund Management is a separate limited company — and geographically separate. The market-making function is in one building and we are in another. People you used to see in the lift you do not see any more.

Our profit is related solely to the performance of Phillips & Drew Fund Management, so

there is no financial incentive linking us to the overall performance of the company. In addition, there are no common directors between our board and that of the market-making company. We also have our own separate dealing team.

To benefit from Big Bang you need four attributes. The first is the financial muscle to command the best prices. Second, you are going to need highly experienced fund managers — share prices in the Alpha stocks, where most of the business is, are going to be much more volatile.

Next, dealing capability is going to become even more important. Not only will there be a lot more market-makers around to deal with, there will also be negotiated commissions.

Finally, you will need access to unbiased research or an unbiased approach to biased research. There is no doubt that research is becoming more biased. The large players will receive a lot of research and will produce their own.

As for costs, apart from the half per cent cut in stamp duty, there is no doubt that dealing costs will fall, although by how much and for how long, I do not know.

The regulators

Miss Kate Mortimer, director of policy at the Securities and Investments Board.

Fund managers will have an interesting time dealing with disclosures on so-called soft-dollar services. These take the form of a fund manager receiving goodies from a broker — such as research, software, free holidays, payment of his rent and so on — in return for putting his business through that broker.

The fund manager's customers will often not have known about these arrangements. The managers will now

have to tell their customers about them. Moreover they will not be able to put business through a broker just to obtain the soft-dollar services unless it is in the customer's interests to use that broker.

It is a controversial subject which is interesting — and difficult — to deal with.

There will be rules saying that you should not "front-run" your customers. In other words, you cannot jump in ahead of your customers' orders. This rule will not be easy to enforce. There will also be rules to curb abuses in the use of suspense accounts.

A fund manager will have to obtain his client's agreement if he wants to put him into issues in which his company has been involved. There are also rules requiring disclosure of, and the seeking of permission for, deals involving associates.

We have not yet worked out which rules will apply to in-house pension fund managers. Pension schemes negotiated with insurance companies in such a way that the funds may be merged with the company's life funds do not come within the scope of the Financial Services Bill.

Clients gain

Graham Cass, a director of Baring Investment Management.

We certainly foresee a reduction in commissions. We are still negotiating with the brokers. I always preface my remarks to clients with "you do not get something for nothing".

We are looking to recoup the loss of block dealing benefits by increasing our fee rate. Some clients might prefer instead to pay a transaction charge, a dealing cost attaching to each transaction, which would replace the loss of the aggregation and continuation benefits.

The clients will, on the whole, be better off when we go to negotiated commissions but I cannot yet say by how much.

As for our dealings with the brokers, we will have to steer a course between negotiating as low a commission as possible and still receiving their research service. If we did not get the research, and therefore have to increase our research capacity, our costs and those of our clients, would rise.

Part of our deals will be agency deals with brokers and part will be principal deals with market-makers or broker/dealers.

If you transact an agency deal, the broker is responsible for best execution and will expect to receive remuneration through commission. If you deal with a broker's market-maker — a principal's transaction in other words, we will be responsible for best execution.

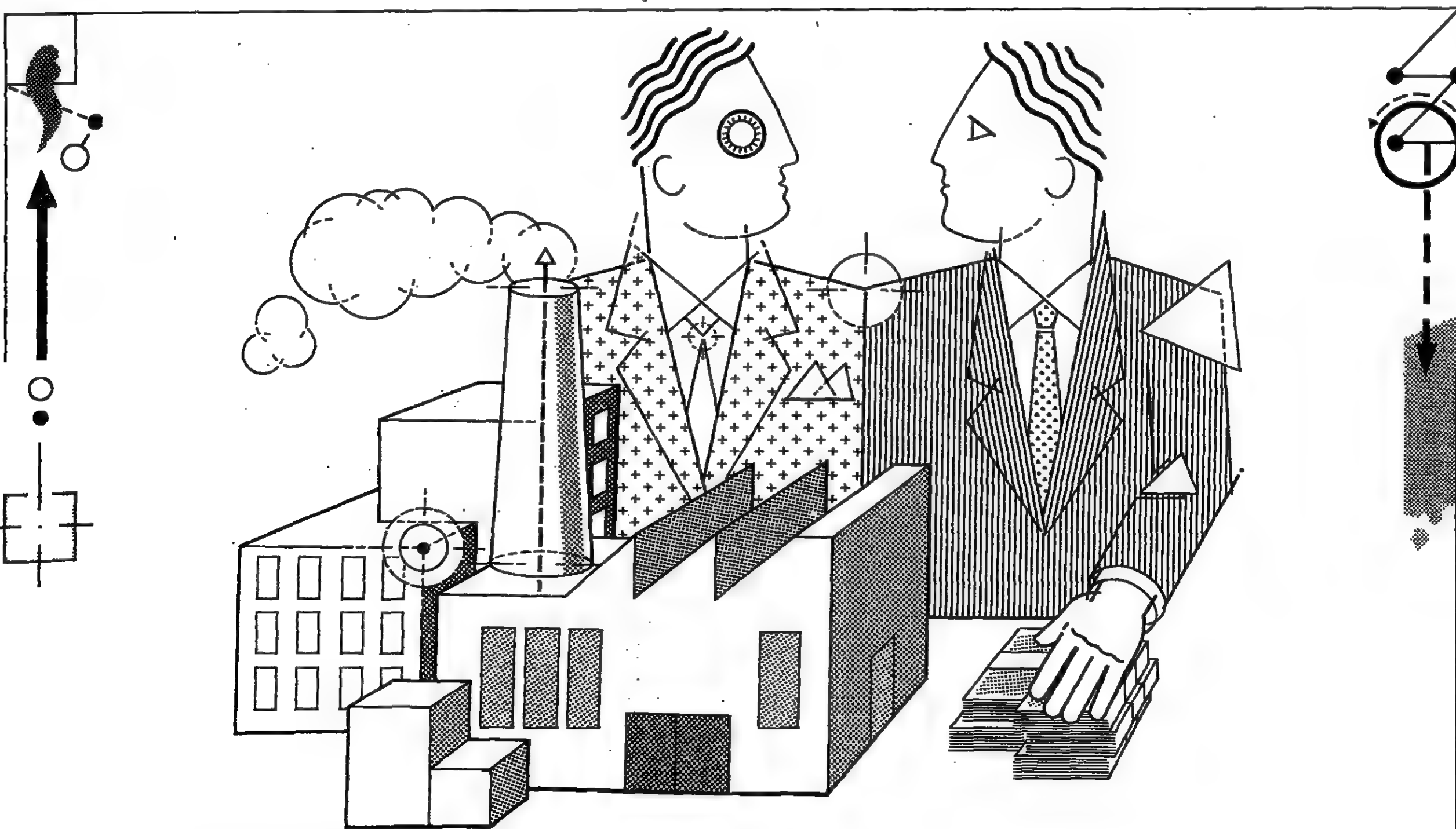
In that case we would not expect to pay a commission. But I cannot be categorical about that. It will vary according to the firm.

Best execution is not always going to be easy. It may be that the comfort factor will lead many investment managers to use an agency broker. It will be easier for us, however. If you have a centralized dealing desk where all our dealers are *au fait* with the prices in the market, it is easier to know where the best prices are. Without centralized dealing one might want to stick with an agency broker.

As for conflicts of interest, we value our reputation and the brokers we deal with value theirs. It all comes back to people and their integrity. You simply cannot legislate for that. If a broker "stuffs" us with stock which his market-maker is long on, he will only stuff us once. That is the sanction available to us.

LL

WE STAY CLOSE, SO YOU STAY AHEAD



Your company's pension fund is more likely to achieve its required objectives if your fund manager has the necessary time to discuss the strategy in detail with you.

And your fund manager is more likely to have that time if he or she can draw upon the depth of resources provided by an expert team of advisers who are able to take a macro-economic overview of trends in world equity, bond and currency markets.

This is the simple philosophy which at Charterhouse forms the foundation of our success. With over £2.5 billion funds under

management and a consistent record of above-average performance, Charterhouse is one of the fastest growing companies in the field.

We maintain this consistency by ensuring that your fund manager has the time to stay close to your pension fund, so that you stay ahead of your objectives.

If you would like to learn more about Charterhouse pension fund management, please contact Nigel Watson, Managing Director, Charterhouse Fund Managers Limited, 6 New Bridge Street, London EC4V 6JH or ring 01-248 4000.



THE POWER IS IN THE PARTNERSHIP

COMMON SENSE

Noble Lowndes has been the top name in pensions for 50 years. In that time we've developed a range of services covering every aspect of pension scheme management—except one. We do not handle the day-to-day investment of client funds. So the advice we give on investment matters can be totally objective. This seems to make good sense to us. The sort of common sense which Noble Lowndes Investment Monitoring applies to all its services.

STRATEGY

Your pension fund investment requirements are unique. NLIM can help to define practical objectives and an effective strategy.

SELECTION

From our extensive knowledge, of investment houses and individual managers, NLIM provides independent guidance to help select the manager most suited to your needs.

MEASUREMENT

The Noble Lowndes Investment Performance Monitoring Service measures over 850 pension funds in the UK. It gives you all the information you need to measure the performance of your fund against your own objectives and the performance of other similar funds.

To find out more about these services, contact Paul Haines on 01 686 2466 or write to Noble Lowndes Investment Monitoring Limited, PO Box 144, Norfolk House, Wellesley Road, Croydon, CR9 3EB.



the top name in pensions

PENSION FUND MANAGEMENT/6

FOCUS

The Little Bang facing managers



Henry James, NAPF director general, left; Colin Lever, NAPF's chairman, and John McLachlan, chairman of NAPF's investment committee. Mr James says: "We are facing our first truly major legislative catalyst since 1975"

The impact of this autumn's swift and radical financial changes is supposed to be most severely felt by the smaller players. Worst-case forecasts of the Big Bang depict the Financial Services Bill as a veritable seal of doom, with the big boys wielding the clubs.

The pensions industry has its own special fears over the Financial Services Bill. Most apprehension concerns the duty to give "best advice" and the calls from consumer lobbyists for a mandatory and relatively lengthy cooling-off period for buyers of pension and life-assurance products.

But pension fund managers are experiencing a Little Bang of their own. The provisions of the Social Security Act (1985 and 1986) are coming into force. As the requirements for disclosure of information and portability of pensions begin to bite, many pension funds seem to be showing a fair amount of bare flesh.

The pension funds' principal guide through the legislative maze is the National Association of Pension Funds (NAPF), which has 2,000 ordinary and associate members.

After a recent membership survey the NAPF director general, Henry James, had to admit: "An awful lot of work has now got to be done. We are facing our first truly major legislative catalyst since 1975."

The NAPF membership covers most of the country's major corporate pension schemes in both private and public sectors. Though only 43 per cent of members responded to its most recent survey, published this summer, the problems facing pension managers are tellingly revealed.

The difficulties arise from the mass of new legislative

obligations and the effect which an amalgam of the two Social Security Acts and the Financial Services Bill will have.

In outline, the 1985 Social Security Act requires pension fund managers to make certain information available to members of their schemes. Some of the information must be supplied automatically, some must be made available only on request.

This Act also requires that an employee's contributions to a pension scheme can no longer be frozen in quite the same way they once were. If a pension scheme member leaves a job and decides to leave his or her contributions in the fund, the managers of the scheme are obliged to increase the value of all contributions made since the beginning of this year.

The increase must be 5 per cent a year or the amount of the increase in retail price inflation, whichever is the smaller. Formerly, frozen contributions had no boost other than the general rise in the value of the pension fund.

The 1986 Act is something

of an imponderable since only the broad outlines of its probable effect are yet known. The 1986 Act is the key to the ineffable pensions cliché of "portability".

The two central ideas are first that no one will be obliged to become a member of a company pension scheme, and second that employees who do not opt for a scheme bought from the private sector should be able to transfer easily between different company schemes.

But the Act has drawn some fierce criticism. Many would argue that the greatest flaw of

the regulations to the Act are not yet published. Because actuaries tend to use their own methods of calculation in computing the value of an individual's contribution the government draughtsmen are going to have to perform a remarkable feat of providing a universal, flexible formula which keeps most people happy.

The charts show the spread of the NAPF net, and hint at some of the difficulties managers face in complying with the new legislation.

Chart 1 shows that four-fifths of all the pension schemes surveyed required members to make contributions. In those schemes still contracted into the state pension plan only 60 per cent made this requirement, while 79 per cent of those contracted out required member contributions.

If you find the idea of a non-contributory pension scheme somewhat startling, remember that a pension is no more than deferred pay.

What the chart doesn't show is the majority of schemes (84 per cent) which make employee membership compulsory. The 1986 Social Security Act will of course prohibit this restriction.

Another cause for concern is the few schemes (merely 38 per cent) which provided for increases on pension contributions left in the scheme by the departed member. The provisions of the 1985 Act were not in force at the time of the survey, but one must wonder just how many pension funds are breaking the law.

The provisions on disclosure of information come into

force on November 1. They stipulate that trustees of the funds must provide benefit statements for members and make an annual trustee report, which should include an actuarial statement.

Chart 2 shows that only 76 per cent of pension schemes provided this at the time of the survey, with 84 per cent offering audited accounts of either automatically or on request. An actuarial statement is made available by 69 per cent of schemes.

Pension managers face a more embarrassing problem than ensuring scheme members are properly informed. The Financial Services Bill will require that advisers, including those who run company pension schemes, give "best advice" to employees seeking a pension plan.

But what if the company scheme is by no means the most attractive on the market? "The practical necessity is for companies to sell their own schemes," said Mr. James, "but will they want to market them, given the restraints of the Financial Services Bill?"

Managers are caught in a trap sprung between the Department of Trade and Industry and the Department of Health and Social Security. One organization tells them to

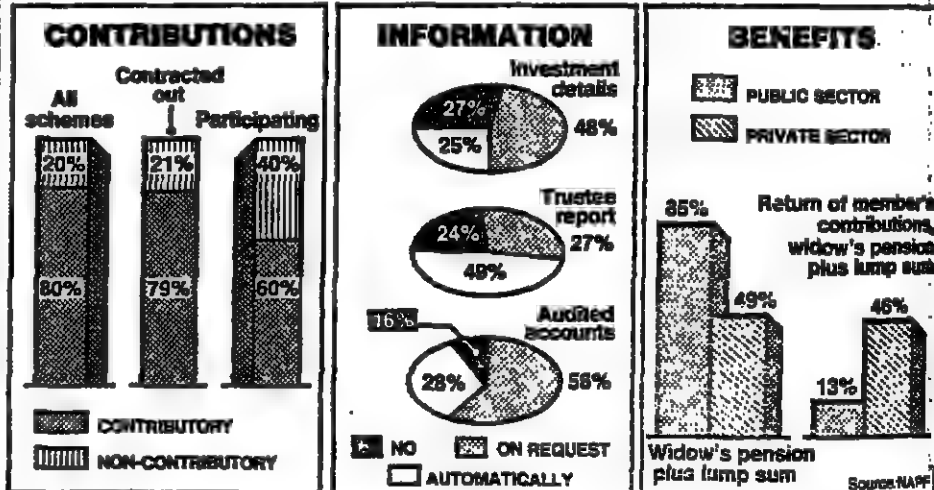
offer "best advice" for each and every individual, the other wants them to promote freedom of pension arrangements.

To cap off the legislative restraint the European Court is insisting that pension plans provide equality between the sexes. Notable inequalities exist both in retirement ages and death-in-service benefits.

Chart 3 shows that virtually all schemes provide a pension for the bereaved wife of an employee. Widowers fare less well. And the majority of pension schemes still provide for different retirement ages for men and women.

Beleaguered pension fund managers and trustees have never had such an acute need for guidance before. The industry and the NAPF face testing times.

Martin Baker



This is the bank more U.S. companies choose as Master Trustee.

Now U.K. companies can too.

Sophisticated U.K. Master Trust and Global Custody services can be found close by, on Lombard Street, at The Northern Trust Company.

You'll find state-of-the-art software systems, expert and flexible handling of international investments, and clear, concise reporting/accounting systems—all tailored to the unique needs of U.K. pension funds.

For more information on how we can serve your needs, please contact Anthony K. LeGras, Second Vice President.

The Northern Trust Company
38 Lombard Street, London
Telephone (01) 623-1101
HEADQUARTERS: CHICAGO, ILLINOIS 60606



WE'VE BROKEN NEW GROUND AND TACKLED ONE OF THE OLDEST PROBLEMS IN PENSION FUND MANAGEMENT

"How to offer clients the best balance between potential reward and acceptable levels of risk." The problem is not unusual, but the way that we solve it is.

In pension fund management, the sheer quantity and complexity of the information available as a basis for decisions is enormous.

So the way this information is processed is vital. At County Investment Management, we have broken

new ground in the use of advanced financial modelling techniques, which give our investment managers the framework within which they can make sound decisions. The result is an approach to investment which recognises the importance of the skills and the judgement of the individual manager, supported by rigorous analysis of up-to-date research from the world's main markets.

By deploying these strengths within a structured and

disciplined context, our aim is to achieve superior and more consistent results.

To find out how your fund could benefit from this pioneering approach, ring Keith Buckle on 01-638 6000.

**COUNTY
INVESTMENT
MANAGEMENT**

Nobody's in better shape

© The NatWest Investment Bank Group

PHS: definition the product he is to sell. than to the three Rs, or that He will give nothing on

Political: can be a trap: people

FOCUS

PENSION FUND
MANAGEMENT/7The gallop to
keep up the
growth rates

Competition among pension fund managers has never been greater. But there is increasing doubt among even some of the top performers over whether they can continue to achieve the same kind of startling growth rates.

The industry has enjoyed sustained growth with returns averaging around 14 per cent above the inflation rate for the past five years. But some experts now say the fund managers will be doing well if they can achieve real returns of 3 to 5 per cent for the foreseeable future.

Certainly, past performance has been dazzling. It has been most closely monitored by WM Computer Services, formerly the computer division of the stockbroking firm Wood Mackenzie.

Last year WM analysed the returns of more than 1,000 funds representing assets of more than £100 billion. The total rate of return for the average UK pension fund was 14.4 per cent, the fourth year in a row showing significant returns. UK equities produced the highest returns of 19.8 per cent with a similarly strong performance coming from overseas.

Undoubtedly, one of the biggest fillips to performance has been the scrapping of exchange control regulations. This has paved the way for a big outflow of funds on to the world's booming stock markets. The year before controls were removed in 1979 funds were on average showing falls of about 12 per cent on their curtailed overseas portfolios. The year after saw rises of around 29 per cent on their investments.

These boom conditions abroad and the rise in the

stock market at home has raised the profile of pension funds in the City. One consequence has also been a greater awareness in the boardroom of the performance of its own pension fund and its ability to keep pace, and even outperform, others in the industry.

Peter Warrington at WM has become more conscious of the way this trend has developed: "Finance directors used to look at funds as something of a chore to be watched over grudgingly but today they are far more aware of the effects that can be achieved on a company's bottom line by altering the rate of contributions."

WM has also noted the trend towards funds being farmed out to specialized managers. Already this has happened with the giant British Rail Pension Fund, now managed by a stable of six outside teams. The Unilever fund is going the same way and interviews are now taking place to select the outsiders. This is not always a reflection on the way the internal managers have handled the fund but a realization that huge back-up resources and a software service are needed.

Another factor affecting the drift towards employing outside managers is the awareness that the days of huge returns

enjoyed by the funds is likely to start tapering off and a different investment strategy may have to be employed.

John Cumming is director of the £1,000 million of pension funds managed by Hambros Bank. "There is no way we are going to see the returns of 19 and 20 per cent which have become the norm over the last seven to eight years," he says. "We will have a positive return against inflation but nothing like the returns we have achieved, which will make it more difficult to outperform the market significantly."

Hambros remains a mainstay in the pension world but has established an enviable track record. A survey conducted by Sedgwick Actuarial Services showed Hambros had the best average return during the past six years. One reason for this was its excellent performance last year, due mainly to shrewd decisions taken during 1984.

Mr Cumming says: "We took the decision to begin directing clients towards European equities, particularly German, Swiss and Dutch. We thought prospects were likely to be better than in the United States, where we were worried about currency and economic factors, and we were proved right. At one time we had more than doubled our weighting of funds in Europe

from about 4 to 5 per cent to close on 10 per cent.

"We also adopted a fairly full investment policy. When we got cash we put it straight into equities. But for the present it is a different matter. Returns in the last quarter, July to September, have been negative, except in overseas investments. For the first time we have a higher policy towards liquidity."

"In the past we have been fully invested and it was not unusual to have 5 per cent only in cash - but not at the moment with the prospect of an election and all the uncertainty that goes with it."

His caution is shared by Stewart Aird, chief actuary with the Alexander Stenhouse Group, whose pension fund has been another strong performer. He says that since September his funds have been moving to a more liquid state with more than 10 per cent in cash. At the same time he has been switching his investments from being predominantly US-based to Japan because he does not like the look of the US economy.

The record of Stenhouse has been based on its ability to spot good stocks. But he remains cautious about the future. "The disappointing feature of the US and the UK has been the reliance placed on consumers to generate economic growth. In both countries government policies have been towards consumer-led growth rather than productive industry. There is plentiful credit in both countries, and I would prefer a policy towards a more restricted credit which would encourage industry rather than the consumer."

CUFF Feltham

The new words

From Page 37

interests first and do the best possible job for him or her.

In the case of pension fund managers the duty of best execution will not automatically mean that they must buy and sell shares for the funds they manage at the best price available in the market. (Large funds in America thought that this was what the law required of them and the main factor in a drastic reduction in commission rates when the Americans switched to negotiated commissions on May 1, 1975)

An example of why price alone should not be the sole determinant of best execution is where a fund manager uses a broker who does not offer him

the best price, but does provide him with up-to-date information on the market. In the long run the client might be better served by the manager paying a little more in this case.

Continuation:

This is the process whereby a fund manager can add together all the deals which he has done in the same stock through the same broker over a three-month period. By adding them all together the fund manager would only have to pay the broker the lower rates of commission payable on

large transactions.

Depending on the arrangement with his client, he would either pass this benefit on or retain it for himself by charging the client on the basis of the higher commission rates that would be applicable had the transactions not been grouped together.

Continuation ends with Big Bang because negotiated commissions mean the end of the fixed scales on which it was based.

Aggregation: Not to be confused with

continuation though working on the same principle that big is more beautiful and cheaper. Aggregation applies to a single transaction where, say, a fund management company buys a huge number of shares in one company, then spreads them around the different pension funds which he manages.

As the fund manager has dealt in size, he will be entitled to the benefit of the lower commission rates that apply to large transactions. But if he then subsequently splits up the block of shares among several funds, aggregation allows him to charge each fund the higher rate of commission.

LL

Performance
this precise makes
investment sense.

Index funds are such an attractive addition to traditional fund management that in the US alone, they currently account for over 100 billion dollars of investment.

Today, the benefits of index funds are available in Britain through the Legal & General Formation Index Fund.

It combines Legal & General investment expertise with the most successful and widely used American computer software package to create what is potentially the most accurate index tracking system available anywhere.

For a copy of our brochure or information please contact Barry Holman, Index Funds Manager, Legal & General (Investment Management) Limited. Tel: 01-248 9678. Or post coupon below:

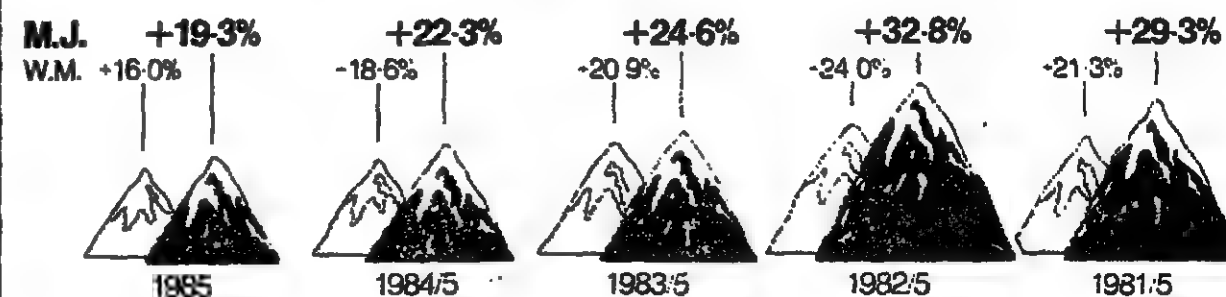
The Legal & General
Formation Index Fund

To Barry Holman, Index Funds Manager, Legal & General (Investment Management) Limited, Temple Court, 11, Queen Victoria Street, London EC4A 3DF. Please send me your 8 minute Index Fund Brochure.

NAME _____ TITLE _____
COMPANY _____
ADDRESS _____



Average fund performance?

MOVE UP
TO THE
HIGHER GROUND WITH
MURRAY JOHNSTONE

AVERAGE OF MURRAY JOHNSTONE PENSION FUNDS COMPARED TO THE WM COMPUTER SERVICES AVERAGE.

PERFORMANCE

Once again, Murray Johnstone pension fund performance is well above the industry average, both cumulatively and on a year-by-year basis.

SERVICE

Our unique stock selection process thus continues to prove its value to the £1,600 million of pension funds we manage. Each client receives the highest-quality service and the personal attention of a director.

INDEPENDENCE

Investment management is our only business, and has been since 1907. Funds under our management currently total £3,000 million. We are completely independent, having no links with banks or stockbrokers. In a changing financial world, this single-mindedness could well be of benefit to a wider range of clients.

If you'd like to talk about improving the return on your pension fund investments, please contact Nicholas Prescott at the address below:



MURRAY JOHNSTONE

Murray Johnstone Limited, 163 Hope Street, Glasgow G2 2UH. Telephone: 041-221 9252. Telex: 778667.

AN INDIVIDUAL
APPROACH TO
PENSION FUND
INVESTMENT
MANAGEMENT

Baring Investment Management has been established to assume the investment management business of Baring Brothers & Co., Limited.

Our pension fund managers in London, who look after portfolios totalling over £3.2 billion, form part of a powerful international investment management group with offices in Tokyo, Hong Kong, Seoul, Boston and Geneva.

Baring Investment Management's fund managers are in daily communication with these offices, keeping abreast of developments, helping their clients' funds to perform by being in the right market at the right time.

And they do perform - in 1985 the pension funds we manage grew at an average rate of over three times the rate of

inflation; over the longer term, too, our portfolios consistently outpace the sample average.

Our approach to business means that we have as much to offer to medium sized and smaller funds as to major companies. No fund manager looks after more than ten funds. He therefore has time to establish close working relationships with the trustees whose funds he manages. So trustees get to know personally the team of two who are responsible for their assets.

For more information, please contact: Martin Shaw, Managing Director, Baring Investment Management Limited, 8 Bishopsgate, London EC2N 4AE. Telephone: 01-283 8833.



PUBLIC APPOINTMENTS

MINISTER OF SOLICITOR

DIPLOMATIC SERVICE

There is currently an opportunity to join the legal staff. The work of an Assistant Legal Adviser is varied and highly responsible, it includes dealing with questions of international and European Community law, drafting of agreements and legislation, conducting negotiations with other governments and international organisations and the handling of human rights cases. On the Commonwealth side, work involves advising on constitutional law and dealing with administrative questions concerning overseas dependent territories.

Legal staff are based in London but have frequent opportunities of overseas travel. They may also serve a tour of duty in one of HM Missions overseas and advise delegations at international meetings and conferences.

Candidates must be qualified as advocates, barristers or solicitors, preferably with experience of legal practice or legal research. Reasonable knowledge of French and/or another widely used European language would be advantageous.

Salary within the range £15,680-£20,830. Starting salary according to qualifications and experience. Promotion (and salary range £17,990-£23,940) could come as early as age 27.

For further details and an application form (to be returned by 31 October 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6988.

The Civil Service is an equal opportunity employer

DEPUTY GROUP ACCOUNTANT

SALARY UP TO £14,000 plus.

We require an enthusiastic and ambitious recently qualified accountant to play a leading role in managing the Authority's cash flow, capital financing and superannuation fund accounts. The post will provide an excellent opportunity for career development and be interchangeable with other Accountant & Auditor posts within the department.

For further information, or an informal discussion, please contact John Howes (Senior Assistant County Treasurer) on Lewes (0273) 475400, ext. 406 or write to the County Treasurer, PO Box 3, County Hall, Lewes BN7 1SF.

East Sussex is committed to equal opportunities.



COMMITTEE OFFICER

c. £11,000

We are looking for someone to join the Personal Services Committee team to be the Committee administrator for the Social Services Committee, Fairfield Halls Committee and the Libraries & Arts Committee. Commencing salary according to age and experience.

You will have had experience in drafting agendas, reports and minutes, and in general Committee administration; this post will give you a good opportunity to further your career in a rewarding and challenging post. You should have a good standard of education with possibly an appropriate professional qualification, and be able to communicate clearly and concisely.

For informal information ring 686-4433, Extension 2330. Call Extension 2206 for application forms, returnable to Head of Personnel and Productivity Services, London Borough of Croydon, Taberner House, Park Lane, Croydon, CR9 3JS.

CROYDON

BRITISH AGENCIES FOR ADOPTION AND FOSTERING DIRECTOR

Salary up to £21,000 (inclusive of London Weighting)

BAAF is seeking a successor to Tony Hall, recently appointed as Director of COETS. The successful candidate will be London-based and have proven managerial skills, a lively interest in child-care policy and practice, and the ability to lead this influential and developing professional association.

BAAF is an Equal Opportunities Employer.

For application form write to: The Chairman (E), BAAF, 11 Southwark Street, London SE1 1RQ, or telephone Sally Clayton on 01-407 8800.

Closing date for applications: Friday, 31st October, 1986. Interviews will be held on 25th/26th November, 1986.

LEGAL APPOINTMENTS

APPEAR

ON PAGES 32 41 & 42

Committee Administration Officer (LEGAL DEPARTMENT)

To provide services to CDC's General Management Board, including the preparation of agendas and minutes and subsequent administrative work, and to undertake a number of duties for CDC's Legal Department.

Applicants should have had some experience of the provision of services to a board or committee and experience of the general work of a company secretary's office would be an advantage. The starting salary

for this position would be in the range of £8820 to £12,370 and the benefit package includes non-contributory pension scheme, low interest mortgage loan and free lunches and medical insurance.

Please write to Mrs. V. Nicholas, Senior Personnel Executive, Commonwealth Development Corporation, 33 Hill Street, London

W1A 3AR, quoting Serial 2202, giving brief details of qualifications, experience and salary required.



Commonwealth Development Corporation

The International Confederation of Midwives

Applications are invited for the post of Executive Secretary, which will become vacant at the end of 1986. The post is based at the London headquarters of the confederation.

Qualifications: A midwifery certificate/diploma, with additional evidence of experience and/or understanding of midwifery, preferably from a broad perspective.

Assets: Ability to work alone and plan schedules; objective, open approach to all aspects of maternal and child health, and midwifery education and practice; secretarial and administrative skills, including typing; high standard of oral and written communication skills in English; flexibility for occasional weekend work and occasional work abroad.

Initially, this post will be part-time (three to four days a week), increasing according to the needs of the confederation. Salary and employment contract to be negotiated with successful applicant. Detailed job description available, on request, from the Executive Secretary, International Confederation of Midwives, 57 Lower Belgrave Street, London SW1W 0LR. Telephone (01) 730 6137. Closing date: October 13 1986.



MICROELECTRONICS EDUCATION SUPPORT UNIT ADMINISTRATIVE OFFICER

£16194 - £17262

(A higher rate could be considered for an outstanding candidate)

Recently established by the Government, the MESU is setting up its central offices at the University of Warwick Science Park in Coventry. The Unit is funded for five years to produce educational materials for schools, to provide a complementary information service, to support teacher-trainers, and to continue earlier work in special education. Approximately 40 professional and support staff will be employed at the centre in Coventry.

We require a well-motivated and energetic individual for this senior post in the education service - an individual able to tackle diverse responsibilities and able to respond to needs with speed, imagination and rigour. The working environment will be lively and professional.

The successful candidate can expect to:

- become a member of the Unit's Directorate
- supervise clerical and administrative support within the Unit
- exercise responsibilities for the accounts and for personnel
- oversee a media support team
- manage a Unit network on which staff will word process, maintain diaries and databases, and communicate externally

The position offers a rare opportunity. You will not only gain further broad experience at a senior administrative level. You will also extend your current expertise with new technology and systems for the office.

Conditions of appointment will be analogous to those in local government. Letters of application with CV should be sent to Mr. J. Foster, Director MESU, Advanced Technology Building, Science Park, University of Warwick, Coventry CV4 7EZ. Further details are available; please telephone 0203 416994.

Closing date 22nd October 1986

TECHNICAL SERVICES MANAGER

St Mungo Housing, one of the most successful charities for the homeless in London, requires someone experienced in housing, development and administration to head its new technical services department.

St Mungo presently has 10 buildings in management and is more in development and a continuous programme of acquisition is envisaged. The successful applicant will provide full management and technical support to the association in newbuild, rehab and the development and management of building. He/she will be a member of the senior staff team, will report to the Director and will attend management committee meetings. Salary £15,500

Further details from-

Patricia Hamill
St Mungo Housing
217 Harrow Road
London W2 5EH
Telephone 01-286 1358

Closing date for applications: 10 October 1986.

St Mungo HOUSING

Working for London's Homeless

BOROUGH PLANNING AND DEVELOPMENT DEPARTMENT PRINCIPAL ARCHITECT

We are looking for a professionally qualified architect for this key post within Architects Division of the Borough Planning and Development Department.

Today's main challenge for Borough Council is to design and build major housing schemes which are architecturally pleasing, yet fulfil the necessary planning and budgetary criteria.

As a qualified Architect (RIBA part III) with extensive relevant experience, ideally with local government, you'll be aware of the scale of the challenge.

You'll also be aware of the rewards of success, both in terms of job satisfaction and career development.

Whilst your initial responsibilities as the Senior Architect will be for large residential schemes and post contract work on other projects, there will be the opportunity for involvement in the design and construction of social and community buildings and facilities.

Your experience should include major work on complex projects. Your knowledge should include current legislation and practice. Your abilities should include the management of architectural and technical staff. And your ambitions should include the determination to advance architectural standards within strict practical briefs.

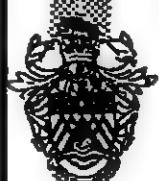
That together with a salary of circa. £15,000 plus a full range of benefits (including pension scheme), is what this opportunity offers, is what this opportunity offers.

Closing date: 20th October, 1986. PREVIOUS APPLICANTS NEED NOT REAPPLY.

For further details and an application form please telephone Slough 875076 (24 hour answering service) or 875071 or write to the Personnel Section, Town Hall, Bath Road, Slough, Berks. SL1 1UL

SLOUGH COUNCIL

An equal opportunity employer



SOUTH SHROPSHIRE DISTRICT COUNCIL APPOINTMENT OF SENIOR LEGAL OFFICER (POST S14)

P.O. 1 (1-4) £11,952 - £12,894

Applications are invited from qualified and experienced Solicitors for this third tier management post. The successful applicant will head the Legal Section of the Secretariat Function. The Section, which is small, is a very busy one which undertakes all conveyancing and other land transactions, prosecutions and litigation. The person appointed will represent the Council at public enquiries and give legal advice to all other Functions as necessary over the whole range of services and the post therefore will provide an excellent opportunity to gain all round experience of legal work of a Local Authority.

Preference will be given to applicants with Local Government experience. Relocation expenses of up to £1,200 together with 75% of national expenses are payable as appropriate. Every effort will be made to provide temporary accommodation where necessary.

Application forms and further details are available at the address shown below (Tel: Ludlow 4941) returnable by not later than noon on Wednesday, 22nd October 1986. G. Kell, Chief Executive, Stone House, Corve Street, Ludlow, Shropshire SY8 1DG.

378

WIDER-RANGING ROLES FOR AMBITIOUS ACCOUNTANTS

Over a five square mile area, The Royal Borough of Kensington and Chelsea manages and maintains a wide range of vital services from engineering and housing to social services and public amenities. With annual assets running to £220 million, it is currently spending £100 million (gross revenue budgets) plus £30 million capital budgets. Its heavy commitment to computer technology means that the Council is at the forefront of IT developments, presenting ambitious accountants with a highly professional challenge - and a real opportunity to optimise the use of sophisticated computer technology. We currently seek:

Assistant Chief Internal Auditor to £16,400

This should prove an ideal role for a forward-thinker with sound, relevant experience.

As part of a young dynamic Finance Department of some 190 staff you will manage a nine strong team engaged in major system reviews and value-for-money exercise. Computer audit will be a major aspect of your brief, offering the opportunity to determine direction from the very start, and to work closely with business systems and IT professionals. Ref. 459.

Financial Administration Manager to £15,300

To contribute to the Engineering Department's management team as leader of a 12-strong specialist section advising line-managers on organisation and management of budgets. A high-profile role, it also involves maintaining our internal balance of payments, and provides first-rate experience in a position close to the operational level in such busy and vital service areas as engineering, transport and leisure. Ref. 460.

Both positions offer generous benefits including flexitime, subsidised restaurant, and active sports and social club and season ticket loan. Prospects are excellent within this fast-developing environment. To apply please contact Stephen Wood, Personnel Department, Kensington Town Hall, London W8 7NX. Telephone 01-837 5464 Ext. 2167.



The Royal Borough of KENSINGTON & CHELSEA
AN EQUAL OPPORTUNITY EMPLOYER

RHONDA BOROUGH COUNCIL DEPARTMENT OF THE BOROUGH TECHNICAL OFFICER CHIEF ARCHITECT - POST T4

Salary Grade: PO(38-41) - £13,653-£14,862 plus essential car and telephone allowance

Rhondda Borough Council is seeking an enthusiastic qualified Architect with management ability.

Applicants must be Registered Architects, and should have had previous experience on local authority developments. The Council looks for staff with flair and imagination, a strong sense of design and, naturally, a sound knowledge of building construction, as staff at all levels are encouraged to shoulder as much responsibility as their experience permits.

The Rhondda Valley provides an increasingly ruralised and attractive environment in which to live and work - within easy reach of Cardiff City Centre, the Gower Peninsula and the Brecon Beacons National Park. Housing prices are extremely competitive.

The Council has a generous relocation scheme offering assistance towards removal expenses. The Authority is an Equal Opportunities Employer.

If you feel this challenging position would be of interest, please apply by obtaining an application form from the Personnel Officer, Municipal Offices, Pentre, Rhondda (Telephone: 0494261, Ext. 257), to whom completed forms must be returned by NOON on FRIDAY, 17th OCTOBER, 1986.

The appointment is subject to the National Scheme of Conditions of Service.

GWYN EVANS
Chief Executive Officer
TT 7/10

SCOTTISH AGRICULTURAL COLLEGES DIRECTOR OF SCOTTISH CENTRE FOR AGRICULTURAL ENGINEERING

Applications are invited for the post of Director of the Scottish Centre for Agricultural Engineering (the former Scottish Institute of Agricultural Engineering) which is situated at the Edinburgh Centre for Rural Economy, near Pentlands, 6 miles south of Edinburgh.

The Director will be responsible to the Board of the Scottish Agricultural Colleges through the Principal of the East of Scotland College of Agriculture for the efficient operation of a research and development and teaching facility in agriculturally related engineering; marketing of the Centre's expertise; provision of R & D contract and consultancy work and the provision of a specialist advisory service for the sector.

Applicants must possess a degree in a suitable branch of engineering and have a postgraduate qualification or evidence of some degree of specialisation. A knowledge of agriculture and agricultural engineering will be advantageous but not essential. The salary is on the scale £18,000 - £24,302 per annum with a non-contributory superannuation scheme, appropriate travel and subsistence allowances, and 25 days annual leave.

Application forms and further information may be obtained from The Secretary, The East of Scotland College of Agriculture, West Mains Road, Edinburgh EH9 3JG. Closing date for receipt of applications is 31 October 1986.

Please quote reference SAC/SCAE.

FINANCIAL AND ADMINISTRATION MANAGER

St Mungo Housing is one of the most successful charities working for the homeless through the development and management of hostels in London. Rapid expansion means we have outgrown our administrative and financial systems and we now require an experienced professional to take over these functions.

The successful applicant will be an accountant with an administrative background who will be able to channel our energies and make the best use of the resources available to us. He/she will be a member of the senior staff team, will report to the Director and will attend management committee meetings.

Salary: £17,000 pa.

Further details from-

Patricia Hamill
St Mungo Housing
217 Harrow Road
London W2 5EH
Telephone 01-286 1358

Closing date for applications: 10 October 1986

St Mungo HOUSING

Working for London's Homeless

city of cardiff MANAGER-CARDIFF TATTOO £16,000 p.a.

A Manager with a great deal of tattooing skills and co-ordinating ability is needed urgently for the efficient management and cost effective running of the Cardiff Searchlight Tattoo.

The responsibilities include marketing, publicity and public relations; sponsorship; budgetary control; liaison with the Army and other bodies; contracts and supervision of production and venue arrangements.

The appointment is for one year contract initially, but this may be renewable for a further two years. Application forms and further details may be obtained from the City Personnel Office, City Hall, Cardiff, CF1 3ND, telephone (0222) 522260, to whom completed applications must be returned by 16th October 1986.

Cardiff City Council is an Equal Opportunity Employer and applications are welcomed from suitably qualified and/or experienced people regardless of sex, marital status, race, religion, colour or disability.

COUNTY PLANNING DEPARTMENT ASSISTANT POLICY ANALYST

(two posts) Salary up to £10,184

We are looking for two intelligent, self-motivated and numerate graduates with relevant experience to work on a variety of interesting and challenging topics concerned with the formation, monitoring and review of strategic planning policies.

One of the posts is mainly concerned with demographic and housing matters and the other with local economic issues. Both are part of an intelligence and monitoring team that is responsible for providing sound, relevant and practical advice on policy issues.

The nature of this work offers considerable opportunities for career development. A specific professional or academic background is less important than a proven ability to analyse complex issues and to communicate clearly.

For further details and application form tel. Pat Weller/David Parnham on Lewes (0273) 475400, ext. 573 or write to Personnel Officer, Petham House, St Andrews Lane, Lewes BN7 1UR.

Closing date: October 22.

East Sussex is committed to equal opportunities.

ARTICLED CLERK

The range of legal activities in the south coast regional area offers excellent experience for a career in the Public Sector. The diverse and challenging range of legal issues arising stems from providing services to the community and our leadership in the competitive international and national conference, tourist and entertainments markets.

We now have an opportunity for an enthusiastic and hard working graduate who has already taken the Law Society's examinations and can start immediately, or for a graduate who is taking the examinations next June.

The appointment will be for 2½ years, with an initial salary of £6,606, rising to £10,523 upon qualifications.

Please telephone Brighton 25001 ext. 414 for further details and an application form to be returned to the Borough Secretary, Town Hall, Brighton, BN1 1JA.

For a discussion about the post please telephone Mr. R.A. Divine.

Closing date: 24th October 1986.

Brighton

Brighton is a unique town

PUBLIC

Mail of the

DIRECTOR OF THE

PRIVATE CLIENT

WIT

ASOL

Professional Services

DAVIES & ARNOLD COOPER

THE RECENT

Mr. D. J. Rogers

12 Bridwell Place

London, E1 4J 6A

PUBLIC APPOINTMENTS

Management skills
of the highest order

DIRECTOR OF TECHNICAL SERVICES £28,851-£31,977 p.a. inc.

Graham Brown, F.R.T.P.L., Dip.T.P., F.R.I.C.S., F.R.S.A., Barnet's present Director of Technical Services, is retiring in May 1987.

The Council are now seeking a successor who will consolidate and build upon the management gains already achieved from the recent radical restructuring of the Directorate to take this vital group of services, with greater effect, towards the 21st Century.

The Directorate covers the whole spectrum of Technical Services applicable to a large London Borough—Architecture, Engineering, Planning, Property Services, Recreation, Works Services and Support Services—and is led by the Director and two Controllers, with an overall workforce of over 1,600, including the Direct Labour Organisation.

You will need to be qualified technically but

far more importantly, you must have a proven record of successful management at a senior level in a large organisation. Your experience will have been in either the public or private sectors, preferably both, and you will have shown a consistently high motivation to achieve targets which have been set.

For an informal discussion with the present Director, please telephone him on 446 8511 ext. 4401.

Selection Interviews will be conducted on 10th November 1986.

Further details and application forms are available from the Personnel Office, 16/17 Sentinel Square, Brent Street, Hendon, London NW4 2EN. Telephone 01 202 8282, Ext. 424 (01 202 6602 outside office hours). Please quote reference 602/1.

Closing date 17th October 1986.

AN AUTHORITY COMMITTED TO EQUAL OPPORTUNITIES

LONDON BOROUGH
barnetUNIT
ACCOUNTANTS

£13,000 - £17,400

We are seeking our management arrangements to meet the challenge of providing better health care for the people of South Essex.

Each of our two large units requires a qualified accountant with good communication skills and the ambition to become a General Manager or Finance Director.

For further details contact District Personnel Department, Basildon Hospital, Witham, Essex, SSO1 2BQ. Tel: 0258 287761 ext 257.

BASILDON & THURROCK
HEALTH
AUTHORITY

LEGAL APPOINTMENTS

Commercial Contracts
North Home Counties

McDonnell Douglas Information Systems Limited are a major UK supplier of sophisticated Computer and Network Systems with an extensive customer base in both the Commercial and Public Sector. Turnover in 1986 will exceed £100m for the first time and continued profitable growth has established the Company as one of the country's premier Information Systems manufacturers.

Expansion of the UK Commercial function provides an exciting opportunity for a young Negotiator with a strong legal background to join the UK Contracts Department. This key role will enable a person with confidence and ability to make a major contribution to a team that already enjoys a very high level of visibility within the Company and which is respected for its combination of flexibility and responsiveness allied to its

obligation to protect the Company's commercial interests.

You should ideally be qualified to degree level, and have first hand experience of contract negotiation in a high technology environment. The ability to interact with Senior Managers and Directors of both customers and your own company is of particular importance.

We will reward you, not only with a generous salary, a car and free petrol, but also with a truly stimulating career move with opportunities to move ahead in a rapidly expanding organisation.

For further details telephone, or write enclosing C.V. to: Andy Gillham, Human Resources Manager, McDonnell Douglas Information Systems Limited, Boundary Way, Hemel Hempstead, Herts. HP2 7HU Tel 0442 61266

MCDONNELL
DOUGLAS

BADENOCH & CLARK

COMPANY/COMMERCIAL WCI COMMERCIAL LITIGATION EC1

This highly regarded medium sized firm currently requires an enthusiastic young solicitor, new to the profession or with up to 18 months experience, to work in the firm's company department. The work will cover both public and private company matters and is a very varied opportunity for candidates seeking early responsibility in this demanding environment.

TAX ASSISTANT

To £30,000

Emerging medium sized Legal Practice seeks an exceptional Tax specialist, who may be a Solicitor, Barrister, Chartered Accountant or Inspector of Taxes, to undertake a challenging role within the Corporate Tax department. Assignments will predominantly be in the Banking area and will encompass both Corporate Tax and VAT. First class prospects exist for determined, ambitious candidates.

For details of these and other positions, contact Judith Farmer or John Callan.

Legal and Financial Recruitment Specialists
16-18 New Bridge St, London EC4V 6AU Telephone: 01-583 0073

CAPITAL MARKETS

From £25,000 + Bens

Leading US Investment Bank seeks an experienced lawyer aged 27-32 to take up a senior position in its transaction execution group. Candidates should have extensive experience of bond issues, swaps, and syndicated loans. There is scope for progression into either a marketing or product development role. Remuneration is highly competitive within the investment banking field.

LEGAL APPOINTMENTS

LITIGATION
SOLICITOR

There is a vacancy at our Banbury Office for an experienced Litigation Solicitor. Initially to take over substantial family/employment/general litigation workload.

Excellent prospects and an attractive salary will be offered to the right person who will also have the opportunity to specialise as part of our Litigation/Company/Commercial team which deals with a wide range of interesting work.

Please apply with C.V. to:

D.N. Brown, Administration Partner,
Shoosmiths & Harrison, P.O. Box 2,
Compton House, Abington Street,
Northampton, NN1 2LR.

SHOOSMITHS & HARRISON

PRIVATE CLIENT LITIGATOR Withers are looking for a young lawyer of exceptional ability to join the litigation department, which has expanded rapidly its commercial practice but still retains high quality trust, agricultural and chancery work for clients based in the UK and abroad. Candidates must have a good academic record and the experience to assume a substantial caseload for clients who expect the highest standards. It is unlikely that anyone with less than 3 years experience will be suitable. The position is open both to solicitors and barristers willing to requalify. Salary and benefits will be attractive and reflect the qualifications and experience of the successful candidate, who will be encouraged to make this a career position. Please write in confidence with a curriculum vitae to our staff partner John Moisson at Withers, 20 Essex Street, London WC2R 3AL.

WITHERS
SOLICITORS

Professional Standards to £25,000

Reporting to the Chief Executive, the Professional Standards Secretary will assume responsibility for a wide range of matters falling within the jurisdiction of the Professional Standards Committee of the General Council of the Bar. This is a new and demanding post, regarded as one of the key appointments in the restructuring of the Bar's professional governing body which comes into operation on 1 January. Applicants should be over 30, educated to degree level or equivalent and have a sound knowledge of the Law and the Legal Profession. Salary is negotiable to a maximum of £25,000 per annum, with a non-contributory pension. Applications, which must include a full Curriculum Vitae and the names of two referees, should be marked 'In Confidence' and addressed to the Chairman of the Professional Conduct Committee, The Senate of the Inns of Court and the Bar, 11 South Square, Gray's Inn, London WC1R 5EL, to be received not later than Monday 3 November.

The General Council of the Bar of England & Wales

Meredith Scott

CORPORATE TAX TO £30,000 +
Well established City practice requires Solicitor, preferably with at least 3 years related admitted experience and City trained. EARLY PARTNERSHIP envisaged.

COMMERCIAL PROPERTY TO £230,000
Large recognised practice requires Solicitor, minimum 3 years admitted experience to join their expanding department.

COMPANY/COMMERCIAL TO £230,000
Solicitor minimum 2 years admitted required by this respected City practice.

PRIVATE CLIENT TO £220,000
Progressive Central London practice requires a high calibre Solicitor up to 3 years admitted.

CONVEYANCING TO £217,000
Recently admitted Solicitor required by prestigious SW1 practice. Commercial bias.

Meredith Scott Recruitment
17 Fleet Street, London EC4Y 1AA.
01-583 8833 or 0494 772846 (after office hours)

SOLICITOR

Residential Conveyancing (with ample opportunity to build own non-contentious practice)

Newly qualified onwards with salary according to years of experience - from £11,000

Good partnership prospects for the right applicant.

Please send C.V. to Jane Weller

Stephens Solicitors and Property Centres,
22 Maitland Rd., Sutton,
Surrey SM2 6LE

HATTEN ASPLIN CHANNER
AND GLENNY

GRAYS THURROCK

SEEK

POTENTIAL PARTNER TO
HEAD LITIGATION DEPARTMENT
£20,000 p.a. for suitable applicant

Experienced solicitor sought to head Litigation team at our busy Essex Office (close to M25 and Dartford Tunnel). All aspects of litigation will come within the Applicant's control, with the emphasis upon Commercial, Civil and Criminal Litigation.

Advocacy skills essential.

Apply to S E Rogers - 01 594 5469 daytime,
and 0245 421304 evenings, or in writing to
our Barking Office at Radial House, 3/5 Ripple Road,
Barking, Essex, IG11 7NG

Byatt Michau & Smart
require
Commercial Property Lawyers.

BYATT MICHAU & SMART are seeking men and women of the highest calibre and are offering not only substantial rewards but also partnership opportunities and the challenge of influencing the development and direction of the firm.

The successful applicants will be joining a recently established and expanding five-partner firm in Central London serving a wide range of corporate and commercial clients, both public and private. The partners recognise that growth and prosperity depend upon the ability to provide a service that is perceived to be excellent.

If you have more than one year's relevant experience since qualifying and you would like to find out more, please telephone Peter Michau on 01-430 1661 or write to him at Byatt Michau & Smart, Swan House, 37-39 High Holborn, London WC1V 6AA.

BM
&SDAVIES
& ARNOLD
& COOPER

We are a City firm, currently of fourteen Partners and about 120 staff. The major part of our practice is insurance and reinsurance based litigation, with a strong international content. We also have established and thriving Commercial Conveyancing and Company/Commercial Departments.

Due to rapid and steady growth, we have a continuing need throughout the practice for both experienced and newly qualified lawyers of high academic calibre, with the energy, enthusiasm and commitment to succeed in a challenging and stimulating environment. The successful candidates will be required to take on substantial responsibility quickly.

The rewards will be above average and the prospects are excellent.

Please apply in writing with full C.V. to:-

The Recruitment Partner,
Mr. D.J. Rogers,
Davies Arnold & Cooper,
12 Bridewell Place,
London, EC4V 6AD.

COMMERCIAL CONVEYANCER

Ambitious Solicitor wanted to assist expansion of commercial side of the practice in this prosperous area close to London. Good prospects.

Please send C.V. to:

The Partnership Secretary
Longmores
24 Castle Street
Hertford
Herts SG14 1HP

COMMERCIAL CONVEYANCER

Ambitious Solicitor wanted to assist expansion of commercial side of the practice in this prosperous area close to London. Good prospects.

Please send C.V. to:

The Partnership Secretary
Longmores
24 Castle Street
Hertford
Herts SG14 1HP

ADVOCATE in time and money

needed to take on large cases. Must have 10 years experience. Must be able to handle all aspects of litigation. Must be able to handle all aspects of litigation. Must be able to handle all aspects of litigation.

Please send C.V. to:

The Partnership Secretary
Longmores
24 Castle Street
Hertford
Herts SG14 1HP

Entering UK for working holiday

Regina v Immigration Appeal Tribunal, Ex parte Bari
Before Sir John Donaldson, Master of the Rolls, Lord Justice Dillon and Lord Justice Croom-Johnson

[Judgment given October 6]
It was not incumbent on a young Commonwealth citizen seeking admission to the United Kingdom for a working holiday pursuant to paragraph 30 of the Immigration Rules 1983 (HC 169) to show that he intended to work during his stay. The paragraph was directed to ensuring that a person did not become a charge on public funds if admitted, and that if he did work during his stay, it was merely incidental to his purpose of having a holiday.

The Court of Appeal so held when allowing an appeal by the applicant, Mr. Badrul Bari, against a decision of Mr. Justice Russell, given on May 9, 1986, that the Immigration Appeal Tribunal had construed the words in paragraph 30 of the Immigration Rules 1983 (HC 169) as requiring the applicant to show that he intended to work.

The Master of the Rolls and Lord Justice Croom-Johnson agreed that the Immigration Appeal Tribunal had construed the words in paragraph 30 of the Immigration Rules 1983 (HC 169) as requiring the applicant to show that he intended to work.

Judge's discretion in matrimonial costs

Leary v Leary
Before Lord Justice May and Lord Justice Purchas
[Judgment given September 11]

There were no formal restrictions with which a judge in a matrimonial suit had to comply when awarding a fixed sum "in lieu of taxed costs" under Order 62, rule 9, of the Rules of the Supreme Court 1968.

The Court of Appeal, in a reserved judgment, dismissed an appeal by Mr. Martin Paul Leary against the award of £31,000 to Mrs. Diane Susan Leary made by Mr. Justice Booth after the dissolution of the parties' marriage.

Mr. Andrew McDowell for the husband, who appeared in person below Mr. Peter Singer for the wife.

LORD JUSTICE PURCHAS, giving the judgment of the court, said that the appeal raised a short but important point relating to the powers of the court to award a fixed sum in costs under Order 62, rule 9.

Rule 9(4) provided: "The court in awarding costs to any person may direct that, instead of taxed costs, that person shall be entitled . . . (b) to a gross sum so specified in lieu of taxed costs."

Powers of the crown prosecutor

Ex parte Bray

A crown prosecutor was not required by rule 8 of the Indictments (Procedure) Rules (SI 1971 No 2084) to support an application to a High Court judge for a voluntary bill of indictment with an affidavit deposing to the truth of the statements in the application, since section 1(6) of the Prosecution of Offences Act 1985 conferred on crown prosecutors "all the powers of the Director [of Public Prosecutions] as to the institution and conduct of proceedings".

The Queen's Bench Divisional Court (Lord Justice Watkins and Mr. Justice Kennedy) so held on October 2, dismissing an application by Mr. Alexander Bray for leave to apply for judicial review by way of a declaration that a voluntary bill of indictment was null and void since the crown prosecutor's application for the bill had not been accompanied by such an affidavit.

LORD JUSTICE WATKINS said that the contention that section 1(6) conferred the powers of the DPP on crown prosecutors only where they were acting on the express direction of the DPP would produce absurd results.

It was not necessary for the court to decide whether it had jurisdiction under section 29(3) of the Supreme Court Act 1981 to entertain a challenge to the validity of an indictment, but the Lordship was doubtful whether it did have such jurisdiction.

Caravan site licence

Hinks v Fleet (t/a Silver Sands Caravan Park)

An agreement under which the owner of a caravan placed his caravan throughout the summer season permanently in a caravan park gave rise to a licence entitling the caravan owner to station his caravan; it did not effect a bailment of the caravan to the site owner, nor was any term to be implied into the agreement which would require the site owner to take reasonable care to avoid damage to or loss of the caravan.

The Court of Appeal (Lord Justice Lloyd and Lord Justice May) allowed an appeal by the defendant, Mr. E. M. Fleet, the owner of the Silver Sands Caravan Park at Camber, Sussex, from a Court (Judge Hastings) which on October 22, 1985 had awarded the plaintiff, Mr. Brian Stephen Hinks, the owner of a caravan which had been stationed at the park in the summer season, £2,350 damages (plus interest) in negligence.

LORD JUSTICE MAY said that in the light of the decision in *Haltiwanger v British Corporation* ([1954] 1 WLR 1161) he was driven to the conclusion that the judge had been wrong to hold that the plaintiff had bailed the caravan to the defendant; the plaintiff had obtained only a licence and the defendant owed the plaintiff a duty to take care to prevent the caravan being stolen.

Even if the defendant had owed such a duty, liability would have been expressly excluded by the clause in the agreement which provided that the defendant would not be liable for "any loss . . . however caused".

Practice Direction (House of Lords: Bills of Costs)

The House of Lords on July 24 ordered a revision of the forms of bills of costs applicable to judicial taxation in the House. The revision would apply to any entitlement to costs made on or after October 1.

The House also ordered that the "standard basis" and "indemnity basis" be introduced as the basis for taxation of bills drawn in accordance with the new forms.

Rugby Union's week of torment: first of a two-part series examining a sport at the crossroads

Battle lines drawn for confrontation

September 20, 1893: Resolution proposed to the annual meeting of the Rugby Football Union (RFU) by J. A. Miller and M. Newsome (both Yorkshire): "That players be allowed compensation for bona fide loss of time."

Amendment proposed by W. Cail (RFU president) and G. Rowland Hill (RFU secretary): "That this meeting, believing that the above principle is contrary to the true interest of the game and its spirit, declines to sanction the same."

The amendment was carried by 282 votes to 136 and the Northern Union, which later became the Rugby League, came into being two years later. English rugby has suffered since from the loss of northern players to professional rugby.

In 1897 Wales withdrew from the International Rugby Football Board (IRB) after complaints by the board and the Rugby Football Union over the proposed gift of a house to the Welsh player, Arthur Gould. The Welsh union said at the time: "We would ask . . . whether any reasonable man can suggest that because £500 has been subscribed by the admirers of an international football player . . . he is therefore to be called a professional."

"We have fought hard against encouraging professionalism among our players under more trying circumstances . . . than any of the other unions and . . . with greater success than the English union." The IRB readmitted Wales the following year and the Welsh agreed to abide by the board's by-laws, while pressing for a

uniform application of the laws on professionalism (my italics).

Ninety years later how much has changed? The same battle remains to be fought, between those who adopt a moral stance without compromise or exception and those who advocate an everyday pragmatism. The difference between the late nineteenth century and the late twentieth century is that the administrators of the time, unless they were exceptionally far-sighted, did not envisage sport becoming such an attractive business proposition; but then, they were not aware of the mixed blessings of television.

The lines have been drawn for another confrontation on the same issue this week, when the International Board meet in London on the specific topic of amateurism. A concept of amateurism, moreover, drawn up by

late Victorian gentlemen which has subsequently had to do for Frenchmen, South Africa Boers, Japanese, the polyglot community which is Australia, for Russian and Romanian, Italian and Fijian.

The representatives of England, Scotland, Ireland, Wales, France, New Zealand, Australia and South Africa sit down together under the chairmanship of Cec Blazey, of New Zealand. They know that the interpretation of the amateur regulations differ from country to country and they also know that the request posed by Wales in 1896 for a "uniform application" is impossible to carry out in view of the board's lack of authority; it is essentially a law-making body, not a decision-taking one.

David Hands

Rugby Correspondent

Now is the time for Union to play the game by the players

By Gerald Davies, who played 46 times for Wales

Any discussions about the future status of rugby football must begin by looking at the amateur regulations and to question their relevance in this or, for that matter, any other age.

Amateurism was born of a spirit of a time which allowed young men in a set of privileged circumstances to swank around playing games at their leisure. There was nothing wrong with that. Unlike football, rooted in the so-called working classes, rugby's traditional backers were of a different kidney, rooted in the professional middle classes.

With so much to commend it, the amateur ideal has survived in a rough-and-tumble game.

That amateur spirit initially arose casually from within the players. As time and social circumstances changed and people's perception of sport altered, so the amateur mood it was felt, needed to be protected. Consequently, it had to be enshrined in copious regulations. What an amateur was had to be spelled out in words, and those words in the hands of the punctilious mandarins assumed a greater potency and inspired a faith which partly ignored the vital generous spirit which originally stimulated the game.

In attempting to preserve the game's absolute purity, the regulations encompassed matters which went beyond its limits. More and more, it strayed away from the unfussy statement that no player should get paid for playing the game, to contain details which might be thought to invade the freedom of the player's activities outside the rugby club. It is now a formalized dogma.

Let us look at the tedious argument contained in the 12 pages of the amateur regulations and wonder whether they lead to encourage an insidious intent on the player's part. Can such a role mean very much? Can all those windy passages dreamed up in smoky rooms really stand the close scrutiny in the cold light of morning?

For example, as the regulation stands in this year's handbook, "No person . . . shall solicit or receive either directly or indirectly any monetary benefit or material reward, including the promise of any future payment, benefit or material reward whether by instalments or otherwise for writing a book." Further, no player can write a newspaper article. He cannot give

information or be interviewed for the press or broadcasting. He cannot take part in any television programme or film related to the game. He cannot be paid for any of these things. He cannot be paid for participating in any competition or event involving physical athleticism or skill.

So, out goes Superstars. He cannot take part in a competition to demonstrate his "sporting knowledge". So, the Rugby Union player cannot appear for a fee on *A Question of Sport* but, yes, he can be available for *Blankety Blank*.

He cannot, for monetary consideration, act in the capacity of tour leader. He can do so, provided he is given only free accommodation and subsistence. Subsistence is defined as meals and, mercifully, laundry. And why cannot these things be done?

Because, in a revealing phrase of doubtful argument, "the primary reason for the invitation to that person to play or participate in the game, or his presence in the game and but for which he would not have been so invited." How many administrators, not to say players, have not taken advantage of their prominence in the game to their private affairs? And indeed which administrator, peering through green glasses, fashioned the words for that particular piece of withering prejudice?

And how insupportable is clause 2.9 of the regulations which states: "No person or club shall knowingly take part in any match where taking place with or against a team which includes a person who is not an amateur."

An amateur is the man who abides by all the regulations contained in the handbook. This means that the man who has accepted a fee for a radio interview can no longer play in the park with his pals. The man who writes in his spare time but who is fully employed elsewhere is deemed, in the eyes of the authorities, to be a professional, but the person whose full-time occupation it is to write or broadcast is an amateur.

Such unnecessary convolutions should be done away with so that the regulations do not appear to be the arant nonsense they presently are. The International Board must go back to the original principle that no one is allowed to

seek or receive payment for playing the game. The debate about the game's future starts there.

Once having reached that position, they can address themselves more directly to the radical question, arising out of recent events in South Africa, as to whether the amateur ideal should be done away with altogether.

Some have argued it has no place in modern sport. It seems a tempting argument but one whose surface veneer, on first glance, might be attractive but which has no substance.

When in 1983 the Australian, David Lord, floated the idea of a "professional circus", the response of the secretary of the Welsh Rugby Union, Ray Williams, was that such pressure as was then being brought to bear on the game to turn professional was coming from outside rugby itself and not from within it. The idea that a troupe of players, carrying their kit bags from pillar to post playing a series of matches under the guise of a world tournament, was misguidedly superficial. A foolish idea with a promise of fool's gold.

What would players do in between competitions? Where would they play? Rugby cannot be arranged in the manner of Grand Prix tournaments in tennis or the various tournaments in golf.

The rugby players, however, being fallible human beings, were attracted by the idea of being substantially rewarded. The players could not be blamed for their response. They had for some time felt that the game had flourished and had been enriched, in all senses, at their expense.

The "Big Bang" had occurred in this country in 1971 with the Lions of that year. Interest had spiralled on an unprecedented scale so that, with the other success which followed in that decade, rugby, with the aid of television, flourished as it had never done before as a popular sport. More demands began to be made on the players, more time devoted to training, travelling and playing. Employers, too, tolerated the many absences and helped indirectly to sponsor the game.

The international player who spent his evenings training and playing his heart out, taking the pressure because in the end he loved it, was made somehow to feel empty and cheated.

With all the good moments



Perkins suffered financially because of his international career

he had, each player had his tale to tell of the glum lack of understanding, or the mean administrator and the moment's incomprehensible pettiness, of sub-standard hotels, of wives ignored and hospitality refused; of quibbling over the price of the menu and the prohibition on all telephone calls home; of the Frenchman who would be allowed his beer all night but forbidden his bottle of wine.

Each small item, inconsequential in itself, in total amounted to much dissatisfaction in the end. And the suspicion arose that none of this touched the man on the committee. The unions were growing fat on the profits and the sponsorship. They were getting out of touch, too.

The issue of amateurism was so sensitive no one was willing to discuss it openly. The dazling players who were around in these islands in the 70s enriched the game. Ask not what rugby has done for them, ask instead what these players did for rugby. If the administrators ask themselves that question they may well restore the balance that is presently required.

The players' needs must be catered for first, not as a mere afterthought. Who is there among the Rugby Unions who has the foresight and, dare I say it, imagination to think in the manner of Manfred Ewald, the president of the Olympic committee in the German Democratic Republic? He was reported in these pages as knowing how to look after his athletes. All those who do not win medals in the Olympics are treated to a

sumptuous banquet. And in 1976 and 1980 all the medalists and those who had performed exceptionally to come fourth and fifth were treated, with their families, to a two-week holiday.

With a long year of training and preparation ahead for all the top rugby players, with the World Cup competition to come at the end, which union is prepared to make a similar generous gesture to its players? Which union thinks it appropriate?

Although the cynics may doubt it, there are a few even in Wales who encounter such financial difficulties. John Perkins, the Welsh second row, for instance, never played for his country nor trained in the national squad without at some stage before or just after the international have to make up for it by going on an early-morning or late-night shift. Going on tour would have been a hardship. Others would have been paid salaries, he would not. Yet he would have the game played no other way. As he sees it, it should remain amateur.

There is not much will on the player's part to turn rugby into a professional sport. If the idea presents itself to him, he will nod in agreement. Equally if it does not, he is just as likely to shrug it off with indifference.

There are those who look darkly suspicious at Wales and think that money changes hands. Very liberal expenses, the euphemism of the time, may have been paid out for celebration games to open this or that clubhouse. But it is not the case at club level. They simply cannot afford it. It is no more than a little to go on top of the player's expenses to

make sure that he is not out of pocket at the end of the day. The large sums of money which are bandied about in the rumours are exaggerated.

Cardiff are the most amateur of clubs and yet have attracted the greatest of players over the years and continue to do so.

Rugby is no professional sport. While it can arouse great flights of fancy, and can create a mesmerizing and heroic drama, it has within it elements of comedy, too. It can be dull and boring, which no right-minded man would contemplate as being remotely related to entertainment which, if professionalised, would be an obligation which rugby would find hard to fulfil.

It is a game of uncertain morality and discipline. It arouses uncertainty in the spectator's mind, too. What does go on in the rack, maul and the scrum? There are doubts which exist on the interpretation of the laws.

The best professional sports are those that are non-body-contact and decisions are clear-cut. Grid-iron returned to the non-contact situation as soon as possible. Rugby League has done away with the contentious areas of the contentious areas of the game: scrum, maul, ruck. There are too many dark corners in Rugby Union which allow for so much to go unseen. There is no infrastructure of professional clubs which could possibly sustain the cost. Nor, like golf and tennis, has it a system of tournaments throughout the world.

The game must remain, in its simplest terms, amateur. But now is the time for plain-speaking.

World Cup the catalyst for action on principles

When the International Rugby Football Board celebrated its centenary this year at Heythrop Park by staging an international conference, **HARRY MCKIBBIN** (right) presented a paper on amateurism. Mr. McKibbin, a Belfast solicitor, has been one of Ireland's representatives on the board since 1967 and is chairman of its emergency sub-committee (which has been preoccupied recently with the unofficial tour to South Africa by a New Zealand party, during which allegations were made of substantial payments to the touring players). The following is an extract from Mr. McKibbin's paper.



Renaissance or reformation?

It is necessary to make reference to "broken time" because the same basic problem still confronts rugby football today. In 1893, as I understand it, Saturday was still a full working day. The pay of the ordinary working man was low and employers would not normally, at that time, reimburse a player his wages if he took Saturday afternoon off to play rugby and had not put in his hours of work.

In 1886 the pressures on players are infinitely greater, particularly on those who are self-employed and, although Saturday is no longer a working day, club training, Wednesday and Saturday games, squad training, proliferation of tours, top-grade and international matches have all combined to increase the pressure far and away beyond the imagination of the players and

administrators of nineteenth century England and Wales. Amateurism has always been a way of life in rugby union and there is no doubt that the overwhelming majority connected with the game as we know it, whether as players or administrators, would prefer to safeguard and keep it that way.

The first object of the International Rugby Football Board, consisting presently of eight member unions, is "determining and safeguarding the principles relating to amateurism in rugby football". The by-laws of the board state that no one is allowed to seek or receive payment or other material reward for taking part in it.

It is interesting to note that when the draft revision of the regulations was being introduced in 1972 to the

board the chairman stated: "Time alone will tell whether the regulations are right enough." Fourteen years later there is a growing groundswell of opinion that the regulations may be too rigid, out of touch with modern sport and irrelevant to the harsh realities of life today.

Is the *Encyclopaedia Britannica* definition of an amateur the correct one for us? "One who competes for the love of sport and as a means of recreation without any motive of securing material gain from such competition as opposed to the professional for whom material gain is a prime motive for competition?" Or is the definition of Hermes Evans of the Welsh Rugby Union, not closer to it? "An amateur is one who engages in the game solely for the pleasure and the physical, mental and social benefit he derives therefrom and to whom rugby football is nothing more than recreation and for which no remuneration is received."

Some are asking, is an amateur one who does not make a profit from the game but equally one who should not be allowed to make a loss? Is the traditional view outmoded, that not only is there to be no profit from the game but if there is a loss it is part of the sacrifice we must accept to remain amateur? Are we, in our zeal to keep our amateurism pure and untainted, pushing our ideals so far in present times that we are in real danger of discriminating against those who cannot afford the sacrifice? This

charge of discrimination has been seriously made whether we shrug it off or not.

The goodwill, loyalty and dedication of international-class players must not be ignored or underestimated. There is no doubt in my own mind that the IRB members sincerely wish the game to remain amateur but a number are seeking genuinely that amateur and amateurism be redefined to bring them more into line with the stresses of modern, everyday life.

Compensation for broken time . . . (in one view) . . . is not a financial or material gain — it is merely a reimbursement of a loss suffered by a player. Those advocating this view would approve of reimbursement for broken time but only (at the moment) during the specific conditions of a tour or a series of matches longer than, say, a weekend. The problem here is not a philosophic one for the board but rather the search for an answer sufficiently universal in its application that it prevents a coach and six being driven through it on the inevitable road to veiled, if not outright, professionalism.

There can be little doubt that, with the advent of the Webb Ellis Cup next year, Rugby Union football will never be quite the same again. It could be regarded as the catalyst for positive action to ensure that our amateur principles are not weakened.

Without question the amateur status of the game is the most

important issue facing us at this time. Rugby Union football has remained the great amateur sport only because all who are part of the game, their unions and those in membership of the International Rugby Football Board have agreed and accepted a common code in good faith and with a common trust.

There are signs that this trust could be undermined by misinterpretation or disagreement with some of our regulations. This must not happen. It is vitally important for the sound development and future of the game that, through honest discussion, analysis and debate of the problems, followed by sensible and prudent judgement by the board, that meaningful regulations relating to amateurism can be agreed, confirmed and implemented by all.

In the part of the United Kingdom from which I come you will have heard of such phrases as "no surrender" and "not an inch". These are not necessarily the slogans of the unthinking demagogue but rather the cry of thoughtful folk who have something which is precious to them and which they wish to preserve inviolate.

In the context of amateurism I may well be like them and I will agree to change when I am convinced that change is in the best interests of Rugby Union football.

TOMORROW

Renaissance or reformation?

